

Basement
Stacks

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 89

SEPTEMBER 9, 1933

Number 11

GENUINE PRAGUE SALT

America's Perfect Cure

A Safe Road
to Follow



A Margin of
Safety

THE HOUSE OF SERVICE

Our Staff is
Competent



Our Service
is Free

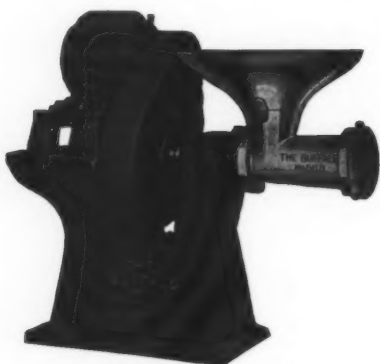
Study the Prague Booklet
Carefully

Study the Prague Booklet
Carefully

THE GRIFFITH LABORATORIES

1415-25 W. 37th St., Chicago—Canadian Office: 532 Eastern Ave., Toronto

NO GUESSWORK ABOUT QUALITY
When you use "BUFFALO" Machines



The "BUFFALO" Grinder

- * Unusually strong, heavy construction.
- Superior, well-balanced design.
- Adequate power.
- Silent chain drive, practically noiseless.
- Scientifically designed steel feed screw.
- Large cylinder throat for fast feeding.
- Highest quality plates and knives.
- Heavy tapered roller thrust bearing, directly back of feed screw, eliminates friction and heating.
- Oversize roller bearings.
- Exclusive design drain flange between cylinder and bearing prevents juices from entering bearing and oil leaking into meat.

*MADE IN 5 SIZES —
 for Motor or Pulley Drive*

"BUFFALO" Grinders

— are not built by guesswork or haphazard methods, or of ordinary materials fabricated under antiquated shop methods.

Rather, every "BUFFALO" Grinder is built to the highest standard of mechanical skill, in most approved design, of superior grade materials, in a most modern factory.

We are told by many successful firms that prior to the time the "BUFFALO" Grinder was developed, they never used a satisfactory meat grinder.

- * Outstanding exclusive features incorporated in the "BUFFALO" Grinder insure production of highest quality products on a most economical operating basis.

**Don't Guess - -
 Buy "BUFFALO"**

JOHN E. SMITH'S SONS CO.

Buffalo, N. Y., U. S. A.

Manufacturers of "BUFFALO" Sausage Machines and Packing House Equipment

Chicago Office: 4201 S. Halsted St.

For NEWER AND BETTER Packages



See CONTINENTAL First

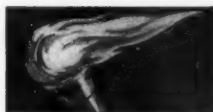
If you're not *absolutely* sure as to the selling ability of your package or how it meets 1933 Packaging Standards — check with Continental!

In the "101 questions" that arise in the packaging of any product, Continental has 29 years of experience and complete facilities (see column at right) to help you find the solution of your problems.

Too, there are Continental cans available that are widely adaptable . . . thoroughly protective and economical, in sizes, shapes and styles to meet every packaging need.

For a package better qualified to sell . . . see Continental first!

Tremendous Resources for Service



KNOWLEDGE

Important among Continental's resources are those of knowledge — of experience — accumulated over a quarter-century in packaging assistance to many diversified industries.



RESEARCH

In Laboratories completely equipped with modern facilities, a large staff of highly trained specialists are ready to solve your specific problems.



DEVELOPMENT

Here you may be shown how a new type of container, or perhaps an improvement on your present one, can help put your product ahead of present-day competition.



DESIGN

A group of Specialists ready to offer suggestions for improving your design or for an attractive new arrangement, in eye-compelling colors.



LITHOGRAPHY

Batteries of modern lithographic equipment, manned by craftsmen and aided by superior printing plates made in Continental's own Master Engraving Plants, assure the excellence of your containers.





Bulk Packaging Revolutionized!

Sutherland 8 Pound

Lard and Shortening

Cartons

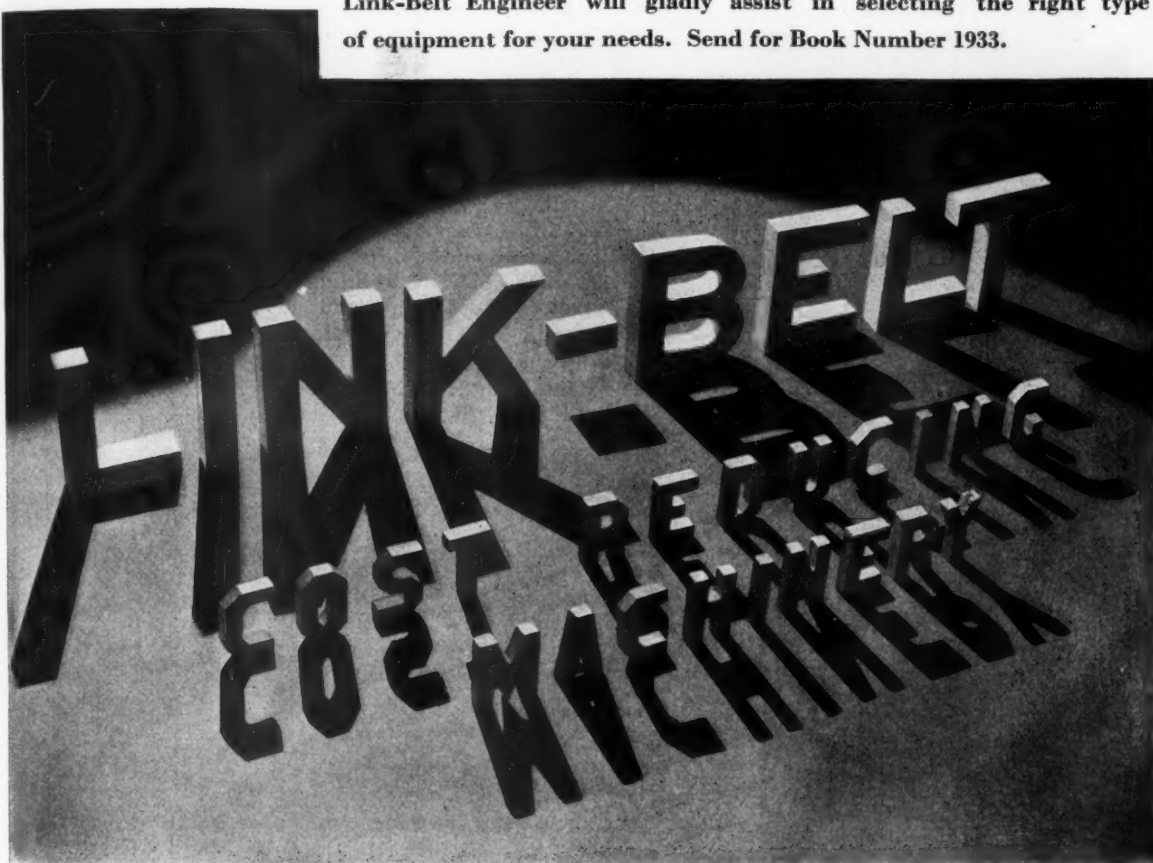


Ask for Samples and Complete Information

SUTHERLAND PAPER CO., Kalamazoo, Michigan

BUSINESS *must operate* ECONOMICALLY

We must all operate efficiently to accomplish the three-fold objective of giving steady employment to more workers . . . producing high-grade wares at low cost . . . and earning a fair profit for the owners. Efficiency and low-cost production may be had by employing Link-Belt C-O-S-T R-E-D-U-C-I-N-G Machinery for handling materials mechanically and transmitting power positively . . . A Link-Belt Engineer will gladly assist in selecting the right type of equipment for your needs. Send for Book Number 1933.



LINK-BELT PRODUCTS include:



Conveyors for all dressing and cutting operations • Overhead Pusher Conveyors • Cutting Tables • Loin Pulling Conveyors • Grading Tables • Belly Roller Tables • Lowering Conveyors • Elevators for all Materials • Meat Slicers • Coal and Ashes Handling Machinery • Vibrating Screens • Chains (Mall. Iron, Promal and Steel) • Silent Chain Drives • Roller Chain Drives • Speed Reducers • P. I. V. Gear Variable Speed Transmission • Sprockets Gears • Bearings • Couplings • etc.

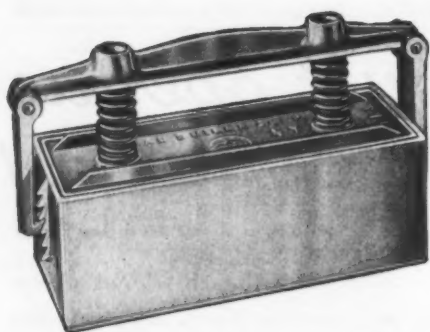
LINK-BELT COMPANY

Chicago Plant
300 W. Pershing Road

Philadelphia Plant
2045 W. Hunting Park Ave.
San Francisco Plant
400 Paul Ave.

Indianapolis, Ewart Plant
220 S. Belmont Ave.
Indianapolis, Dodge Plant
519 N. Holmes Ave.

Chicago, Caldwell-Moore Plant
2410 W. 18th St.
Toronto Works
Eastern Ave. & Leslie St.



ADELMANN

**Luxury Loaf Container
and the Perfect Product
it Produces**



Luncheon Loaves that build sales

Square loaves in Viskings provide remarkable stimulation to low sausage sales. Easy, simple and economical to produce, they accelerate sales, build volume, increase profits!

Products take on a distinctive tailored appearance by a simple operation—processing in the ADELMANN Luxury Loaf Container. The pleasing effects of pistachio nuts, pickles, pimentos and peppers used in sausage are visible. The practical shape and appearance accomplished by the ADELMANN Luxury Loaf Container, plus the identification and protection afforded with Viskings, result in a style that cannot be confused or compared with ordinary competitive products—a combination that insures sales by practicability, appearance and low cost.

The ADELMANN Luxury Loaf Container has been favored many years in the industry for the production of fine meat loaves. With Viskings, it can also be used for producing Blood and Tongue Sausage, Head Cheese, Sulze, Luncheon Loaf, Pressed Corned Beef, Cooked Loins and Jelied Tongue. Equipped with famous ADELMANN Yielding Springs and Self-sealing cover, perfect shape and unsurpassed flavor are guaranteed. Write for complete details today!

Made by the makers of ADELMANN Ham Boilers —
"The Kind Your Ham Makers Prefer."



**EASY!
SIMPLE**

Using the ADELMANN Luxury Loaf Container is easy and simple. Just place the stuffed Visking Casing into Container, fasten cover, and cook.

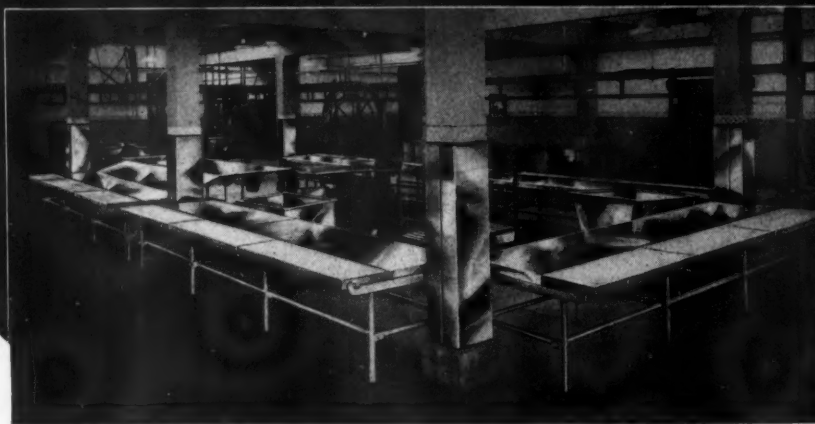
HAM BOILER CORPORATION

OFFICE AND FACTORY, PORT CHESTER, N. Y.



Chicago Office: 332 S. Michigan Ave.
European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand
Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: Gould, Shapley & Muir Co., Ltd.,
Brantford, Ont.

Your new equipment
WILL IT BE *Modern* LIFE-TIME
ENDURO EQUIPMENT ?



The trimming tables and posts in this modern plant are protected with stain-proof ENDURO . . . the modern, life-time metal. Installation by the Globe Co., Chicago, Ill.

If made from solid, stain-proof ENDURO, your equipment will remain safe, sound and serviceable for years to come. No worries over replacement due to corrosion. No danger of contamination or product spoilage. You will get years of sanitary, care-free service from this modern metal. • For ENDURO is resistant to all meat juices, either raw or during processing. It will not corrode or discolor. Its hard, lustrous surface is easy to keep clean and sanitary.

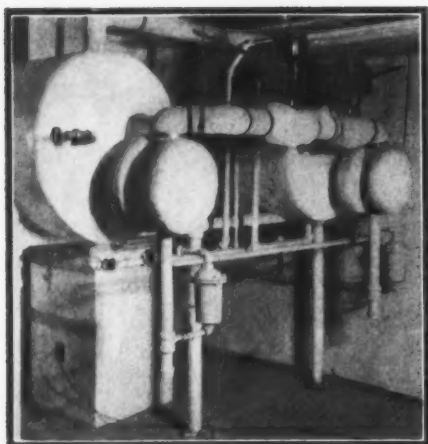
And it is stronger than ordinary steel — capable of withstanding years of severest service. • That's why progressive packers insist on this modern metal for meat pans, cookers, conveyor pans, viscera tables, and for all equipment parts which come in contact with the product. It pays them dividends in a score of ways. And it will pay you to insist on this modern metal for all equipment needs. Ask Republic for complete information.

WORLD'S LARGEST CAPACITY FOR STAINLESS STEEL PRODUCTION
 CENTRAL ALLOY DIVISION . . . MASSILLON, OHIO
REPUBLIC STEEL CORPORATION
 GENERAL OFFICES  YOUNGSTOWN, OHIO

ENDURO

REPUBLIC'S PERFECTED
 STAINLESS STEEL

Licensed under Chemical Foundation Patents Nos. 1316817 and 1339378. ENDURO is sold only through Republic Sales Offices and Authorized Distributors.



WHEN a water heater is working under heavy load, as is often the case, the terminal steam pressure drops and the capacity of a trap draining the condensate out of the heater is correspondingly lowered. Insufficient hot water, damage to coils through "water hammer" and loss of steam when the trap is bypassed are common experiences.

Armstrong Traps and Armstrong service can solve your water heater drainage

Plenty of **HOT WATER**

at reasonable steam cost when your heaters are drained by

ARMSTRONG TRAPS

problems. Keeping air and condensate out of the steam coils corrects most of the troubles met in water heater operation.

Ask your nearest Armstrong representative for facts regarding Armstrong Trap service on water heaters. He will gladly put a trap on one of your heaters for 90 days—absolutely free.

THIS TRAP
meets a
need in
EVERY
PACKING PLANT



We have a chart showing applications for steam traps in a typical packing plant. We shall gladly send one on request.

NP 9-8 Gray

ARMSTRONG MACHINE WORKS

318 Maple Street

Three Rivers, Michigan

THE ORIGINAL PATENTED **ADVANCE** STRENES METAL VERTICAL COOKER



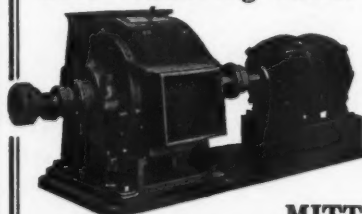
*Non-Abrasive
Non-Corrosive*

COMPLIES WITH BOILER CODE
OF VARIOUS STATES

Send for Details

THE ADVANCE FOUNDRY CO.
DAYTON, OHIO

M & M HOG GRINDS EVERYTHING *Cuts rendering costs!*



Builders of Machinery
Since 1854

MITTS & MERRILL

1001-51 S. Water St., Saginaw, Mich.

Grinds fats, bones, carcasses, viscera, etc.—all with equal facility.

Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily.

Saves steam, power, labor. Low operating cost. Increases melter capacity.

We will gladly analyze your requirements and make specific recommendations to fit your needs. Write!

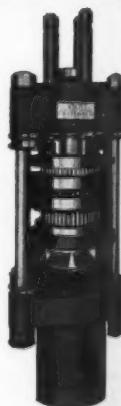
No Costly Back-Breaking Labor with
the Velvet Drive

AUTOMATIC Hydraulic Press

No heavy repair bills—no electrical power consumption—no excessive foots or settlements. Bigger hourly capacity with lower fat content in finished cracklings. Ask for your copy of complete descriptive bulletin.

J. W. HUBBARD CO.

Manufacturers of a complete line of packing house machinery and equipment
718-732 West 50th St. Chicago
When You Think of Equipment, Think of Hubbard



SUB
U.S. CHRO

For Any
Application Where
Corrosion Resistance is
Needed on One Side
USS PLYKROME



PLYKROME offers, at low cost, all of the advantages of Stainless Steel in any installation where corrosion resistance is required only on one side of a plate. For tanks, pressure vessels, food containers, cooking vats and a host of other types of equipment, Plykrome is the ideal metal.

Plykrome is coated on one side with a layer of USS 18-8 Stainless Steel—completely inert under most acids and alkalis... resistant to atmospheric corrosion... suitable for many high temperature applications. Write today for complete information and advice as to the application of Plykrome to your requirements.



Illinois Steel Company

208 SOUTH LA SALLE STREET, CHICAGO, ILLINOIS



SUBSIDIARY OF UNITED STATES STEEL CORPORATION

U.S.S. CHROMIUM-NICKEL ALLOY STEELS ARE PRODUCED UNDER LICENSES OF THE CHEMICAL FOUNDATION, INC., NEW YORK, AND FRIED. KRUPP A. G. OF GERMANY

SWEET AND CLEAN



Patent Applied for

Fig. 1209

"HALLOWELL"

Trimming Table—High Back

This "Hallowell" Trimming Table has liberally rounded and very getatable corners to help keep it Sweet and Clean—not a treacherous crack or pocket anywhere.

The Plank in front, held by clips, can be lifted out, scoured and scalded so everything is perfectly sanitary.

Legs have adjustable ball feet.

All steel parts are heavily galvanized.

Full Data in Bulletin No. 449

STANDARD PRESSED STEEL CO.

BRANCHES
BOSTON
CHICAGO
DETROIT

JENKINTOWN, PENNA.

BOX 550

BRANCHES
NEW YORK
SAN FRANCISCO
ST. LOUIS

Stockinette bought in September
will cost less than
Stockinette bought in December

BUY



fred b. bahn
State 1637
222 West Adams St., Chicago, Ill.
Selling Agent

THE ADLER COMPANY
CINCINNATI

The World's Largest Knitters of Stockinette Fabrics

I. C. Co. SHURSTITCH Sewed CASINGS

Send for the September issue of the Independent folder series--on the buying points of ShurStitch products. This number features Sewed Beef Bladders—a casing that suits exactly the requirements of making square-finish sausage.

And if you aren't already a user of ShurStitch, you'll be interested in the results of a trial order.

INDEPENDENT CASING COMPANY
1335 West Forty-Seventh Street, Chicago, Illinois

SAUSAGE CASINGS

New York London Hamburg

WET or DRY

Quality Sausage Sells Better!

The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Bouillabaisse, Wonder Pork Sausage Seasonings, and NEVERFAIL Curing Compound.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

The return of beer increased sausage consumption! Packers in wet states are learning that they must produce quality products to hold the increased business—packers in dry states build business of their own by producing superior sausage that sells because of sheer goodness.

The quickest, easiest and most profitable way to attract sales and profits is to use good ingredients—with MAYER Seasonings. Even when compared to the cheapest seasonings you can buy, they cost so little more that any comparison would be ridiculous. Write for details today!

H. J. MAYER & SONS CO.

6819-27 S. Ashland Ave. Chicago, Ill.
Canadian Office: Windsor, Ont.



INCREASE EFFICIENCY

No. 103 UNSHACKLER

This newly designed self-contained device, mounted on channel iron base, can be set right on top of the bleeding rail timber.

The motor is semi-enclosed splash proof, ball bearing type with Sykes-Herringbone gear and worm gear reducer.

Uniform dropping of hogs into the scalding tub gives best results.

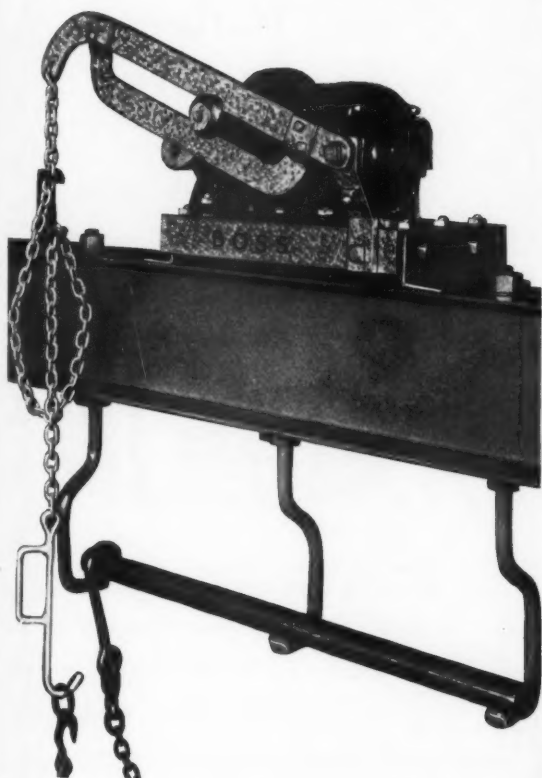
Base dimensions: 10" wide, 27" long.

Over all height required above bleeding rail timber, 24 inches.

Over all length, 36 inches.

Over all width, 14 inches.

Motor, $\frac{1}{2}$ H.P. Weight, 200 pounds.



No. 78 TOE PULLER

Simplified in design and construction, almost every plant can now afford this machine.

The motor design is the same as that used on the unshackler.

Base dimensions: 16" wide, 24" long.

Over all length, 40 inches.

Over all height, 42 inches.

Motor, 1 H.P. Weight, 375 pounds.

Simple, inexpensive devices such as these increase efficiency and add to productive capacity.



The Cincinnati Butchers' Supply Corporation

3907-11 S. Halsted St.,
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.,
Cincinnati, Ohio

CHILI

BUILD BUSINESS *with Beer!*

Feature Chili Flavored Meats

Since the return of beer, demand for Chili-flavored meats has increased remarkably! Chili Franks, Chili Con Carne, Brick Chili, Tamales and other profitable specialties are *selling* and bringing in profits because of their natural combination with wholesome beer.

Cash in on this profitable market — feature Chili-flavored meats! Build repeat sales with quality products made with super grades Chili Powder and Chili Pepper. Shipment will be made immediately.

Formulas and merchandising suggestions furnished without charge.

Chili Powders

K Special: X5

Fcy. Mexican:

No. 1 Mexican

Chili Peppers

SS: CS:

Fcy. Mexican:

No. 1 Mexican

"C. P. Chili Frankfurter Seasoning"

Our standardized trademarked Super grades used extensively by I. A. M. P. members

Prompt
Shipment



Convenient
Stocks

CHILI PRODUCTS CORPORATION, LTD.

1841 East 50th St. LOS ANGELES, CALIF.

Chicago
160 E. Illinois St.

Kansas City
215 Pershing Rd.

"THE HOUSE OF STANDARD-
IZED QUALITY"

For Foods of a
Greasy Nature —
a New Package . . .



• Here is a new grease-resisting Kleen Kup for Lard, Butter, Peanut Butter, Shortenings, Meats and Meat Products of a greasy nature such as Scrapple, Chili, Sausage and other foods for which an ordinary paraffined package is not satisfactory.

• You are urged to send for samples of this new package. Test them. Notice their superior grease-repelling quality.

• This package may be had in sizes from one ounce to ten pounds.

• Tell us to send samples and
suggestions by return mail •

KLEEN KUP

The Package That
Sells Its Contents

Mono Service Co.
NEWARK NEW JERSEY



HOW TO SELL MORE PORK SAUSAGE

You can place your Pork Sausage right on the retailer's counter, if you pack in BEMIS Parchment-Lined Sausage Bags. Sausage in these neat, white containers creates an impression of old-fashioned, home-made goodness and flavor. If you make "country style" pork sausage, here is the ideal display package to use.

BEMIS Parchment-Lined Bags are made of sanitary white bleached muslin, lined with genuine vegetable parchment. All the juices, flavor and goodness of the sausage are sealed inside this ideal package.

The bags have round bottoms, and are unusually easy to pack,—only one end to close. They save time and money, and help keep down production costs. Furthermore, they will not wrinkle or sweat.

Your brand name printed on the bags stands out plainly and attractively. All in all, BEMIS Parchment-Lined Bags are A-1 "counter salesmen" and will sell more pork sausage for you. Try them this season.

Write Today for Samples

BEMIS BRO. BAG CO. ~ Specialty Dept.

420 Poplar Street . . . Saint Louis, Mo.

51st Street and 2nd Ave. . Brooklyn, N. Y.

Bemis

MEAT BAGS & COVERS

The Only Practical, Most Economical GRINDER KNIFE in Existence



The O. K. Knife—showing one blade detached—can be changed in a minute. A knife for immediate use. A KNIFE for ALL MAKES and STYLES of Grinders in existence.

The O. K. Knives

will hold their cutting edge twice as long as any other knife.

Send for Price List and Information

The Specialty Manufacturers Sales Co.

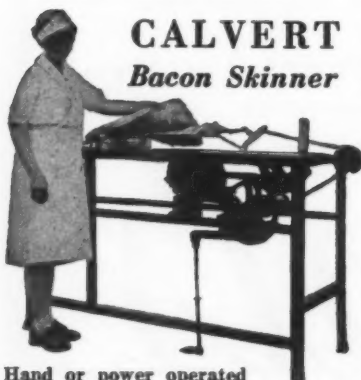
Chas. W. Dieckmann

2021 Grace Street

Chicago

CUTTING COSTS—BUILDING PROFITS! — in more than 225 plants

To determine the efficiency of a machine find out who uses it. More than 225 shrewd packers, intent on cutting costs, have installed CALVERT Bacon Skinners—as many as 50 and 75 in some plants! There must be a reason for such popularity—write for details!



Hand or power operated

CALVERT Bacon Skinner

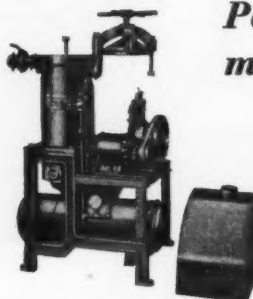
THE CALVERT MACHINE CO.
1606-08 Thames St. Baltimore, Maryland

A List of Users that runs from A to Z

Armour and Company
Batchelder & Snyder
Cudahy Bros. Co.
Cudahy Packing Co.
Jacob E. Decker & Sons
John J. Felin & Co.
Adolf Gobel, N. Y.
Geo. A. Hormel & Co.
Hunter Packing Co.
Illinois Meat Co.
E. Kahn's Sons Co.
Louisville Prov. Co.
John Morrell & Co.
Pittsburgh Provision & Packing Co.
Rath Packing Co.
Swift & Company
Tiedemann & Harris
Union Meat Co.
Virden Packing Co.
Wilson & Co.
Patrick Young Co.
Wm. Zoller Co.
and over 200 others

THE RANDALL Compressed Air Stuffer

Pays for itself many times over



Small, compact unit, especially designed for smaller sausage producers—saves time and labor. Constructed on a single base, including the stuffer, air compressor, tank and motor,

it requires but little space in the sausage room.

A cover is provided for the 1/4-H.P. motor as illustrated to protect it from dust, dripping, etc.

And it's so easy to install! Shipped to you complete, it is all ready to operate by attaching to the nearest ordinary light line. Its low cost is an added feature. Write today for details.

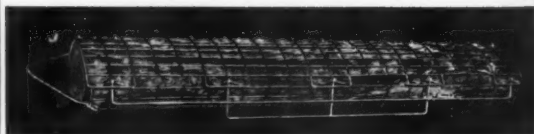
R. T. RANDALL & CO.

Equipment for Sausage Makers

331 N. Second St.

Philadelphia, Pa.

MOLD PROFITS from CANADIAN BACON!



with UNITED Canadian Bacon Form

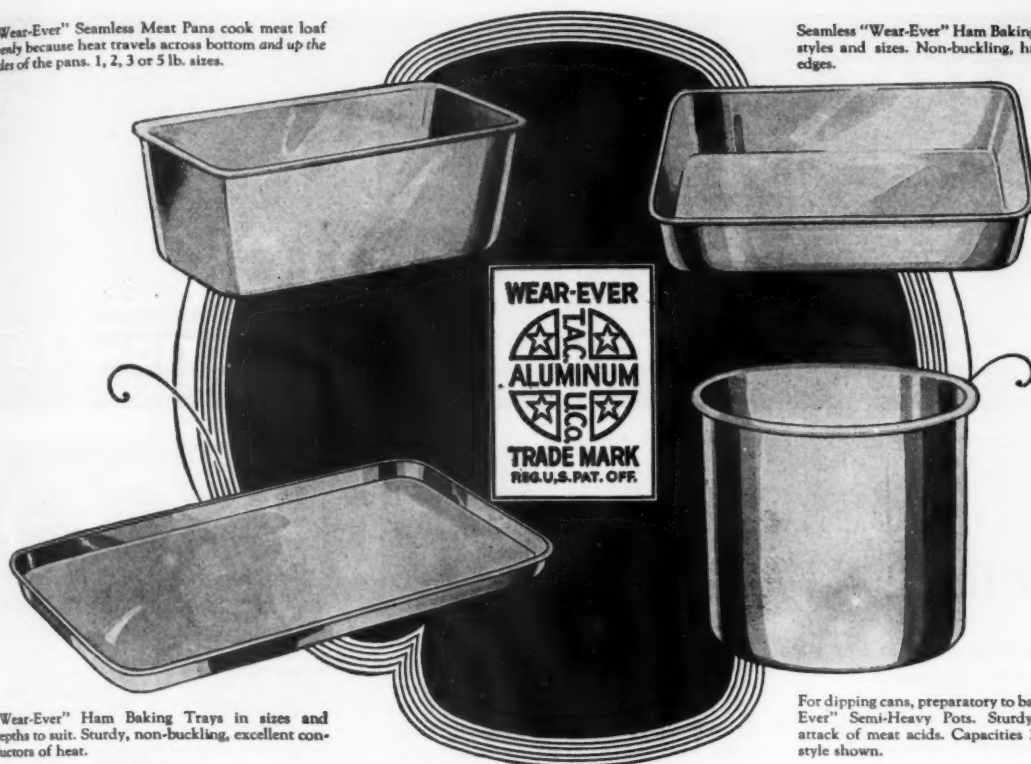
Canadian Bacon processed in UNITED Molds rates high among profit makers! Perfect and uniform in shape and size, it looks good, and sells better. UNITED Canadian Bacon Molds are easy and simple to operate. Exclusive, patented opening device permits opening with a single, simple operation. Sturdily made, electrically welded—built to give perfect service for many years. Furnished in three sizes. Write for sample and prices.

UNITED STEEL & WIRE CO.

BATTLE CREEK, MICHIGAN
KANSAS CITY, MISSOURI

"Wear-Ever" Seamless Meat Pans cook meat loaf evenly because heat travels across bottom and up the sides of the pans. 1, 2, 3 or 5 lb. sizes.

Seamless "Wear-Ever" Ham Baking Pans in several styles and sizes. Non-buckling, have rigid rolled edges.



"Wear-Ever" Ham Baking Trays in sizes and depths to suit. Sturdy, non-buckling, excellent conductors of heat.

For dipping cans, preparatory to baking, use "Wear-Ever" Semi-Heavy Pots. Sturdy, proof against attack of meat acids. Capacities 1 to 8 quarts, in style shown.

BAKED SPECIALTIES . . . *have better taste and color when processed in* "Wear-Ever" Aluminum Utensils

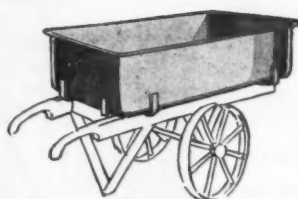
Matchless flavor, even color and tempting taste of Baked Specialties are the natural result of their processing in "Wear-Ever" Aluminum Utensils.

For aluminum has the ability to conduct heat far more *quickly* than many other metals . . . and to distribute that heat *evenly*. Result: "Wear-Ever" Aluminum Utensils cook food quickly and evenly . . . use less fuel, too.

Moreover, "Wear-Ever" Aluminum Utensils resist corrosion. Meat acids cannot harm them.

Nor do these utensils form any poisonous compound with any food. It's as safe and sanitary to cook in "Wear-Ever" Utensils as in glassware or china.

And "Wear-Ever" Utensils are long-lived, for they are all made of hard, dense, wrought sheet aluminum. And, being made seamless are easily kept clean. Write for complete information on "Wear-Ever" Packing House Equipment. Please address THE ALUMINUM COOKING UTENSIL COMPANY, Desk B, 470 11th Street, NEW KENSINGTON, PENNSYLVANIA.



This Meat Truck Body of wrought "Wear-Ever" sheet aluminum is light to move, safe to use, seamless and easy to keep clean without scouring. Size shown 60" long, 36" wide, 15" deep. Made to order in any size.



"Wear-Ever"

ALUMINUM COOKING UTENSILS

THE STANDARD - MADE OF THICK, HARD SHEET ALUMINUM

BETTER FLOORS

EST. 1869

**DREHMANN
FLOOR BRICK****DREHMANN PAVING AND CONSTRUCTION CO.**
508 GLENWOOD AVE. PHILADELPHIA PA. 545-5th AVE. AT 45th ST. NEW YORK CITY**OUR
REPRESENTATIVES**

are men long active and of wide experience in the meat packing business.

They will be happy to confer with you on your Stockinette problems and to suggest the best types for your requirements.

Fred K. Higbie
417 S. Dearborn St.
Chicago, Ill.

Jos. W. Gates
131 W. Oakdale Ave.
Glenside, Pa.

E. J. Donahue
47 Rossmore Rd.
Jamaica Plain, Mass.

W. J. Newman
1005 Pearl Street
Alameda, Calif.

E. V. Blackman, Jr.
213 Rockefeller Bldg.
Cleveland, Ohio

C. M. Ardizsoni
9942 41st Ave.
Corona, L. I., N. Y.

Write or call our nearest representative. He will offer valuable suggestions regarding the Stockinette you use.

WYNANTSKILL MFG. CO.
TROY, NEW YORK**WEPSCO****STEEL
PRODUCTS
CO.**

Subsidiary of
WESTERN PIPE &
STEEL CO. OF
CALIFORNIA

2824-2806
VERMONT ST.
BLUE ISLAND, ILL.
PULMAN 2306

CURING TANKS, BELLY BOXES, AND ALL TYPES OF TRUCKS
AND STEEL EQUIPMENT FOR THE PACKING PLANT

**MEAT BAGS****BURLAP
STOCKINETTE
COTTON****E.S. HALSTED & CO., Inc.**

64 PEARL ST.. NEW YORK CITY

Joseph Wahlman. Dept. Mgr.
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876

Chicago Invites the World

Wm. J. Stange Co., invites you to make our office

your headquarters and we assure you that we

will endeavor to increase your pleasure and

decrease your expenses while visiting →

**A CENTURY
OF PROGRESS
CHICAGO**

\$360

for the 113-inch wheelbase chassis,
f. o. b. factory



Another Strong Endorsement for the Half-Ton International

Columbus, Ohio.

To the International Harvester Company.
Gentlemen:

As a purchaser of eleven of your new Model D-1 International Trucks, I wish to advise of my complete satisfaction with the equipment. All the units comprising our large fleet have performed admirably, and we feel more than pleased that our judgment decided our purchase in your favor. My entire sales force reports complete satisfaction with this unit.

We feel that your Half-Ton International is particularly adapted to our field due to the low operating expense, sturdy build, ease of handling, and superior inside body construction.

I wish you unlimited success in the further merchandising of your fine product.

Very truly yours,

H. M. SIEBOLD.

● Mr. Siebold expresses the *general* enthusiasm for the International Model D-1. Talk to any owner and you will get the same kind of response. And look into this truck yourself and see how it will meet your own delivery problems. The nearest Company-owned branch, or International dealer, will be glad to demonstrate. The chassis is a real buy at \$360.

INTERNATIONAL HARVESTER COMPANY
606 So. Michigan Ave. OF AMERICA
(Incorporated) Chicago, Illinois

INTERNATIONAL TRUCKS

UNIFORM QUALITY

for a great many YEARS



PRODUCTS

E Gothaer
 E H/C Summer
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 Summer
 B/C Salami
 (all grades)
 E Milan
 Crescent Milan
 E Peperoni
 E Prosciutti
 E Capacola
 Capacola, Dolce
 E Alpino
 E Genoa
 Crescent Brand Genoa
 E Sicilian
 E Export Nola

Ask any old Circle E customer about the quality of the products he buys, and about its uniformity. Unless he wants to keep a good thing to himself, he will tell you that aside from satisfactory dealing with the house, he continues to buy and sell Circle E products because the quality is high and every shipment is exactly like the one before.

Once a concern has joined the ranks of Circle E customers, it rarely changes. There must be a reason—and there is! A number of reasons, in fact.

Here they are: High quality, rigid uniformity, a good margin, brand protection, and fair treatment.

Special Deals to Distributors

Distributors have problems that vary with the territory and the conditions existing in it. Circle E offers a plan which will meet your requirements. It will pay you to get the details. Write today, outlining your needs.

Circle E Provision Company

UNION STOCK YARDS

CHICAGO, ILLINOIS

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THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 89. No. 11

SEPTEMBER 9, 1933

Chicago and New York

This Packer *Proves* His Greatest Saving Is in Steam and Power

MEAT packers have been told many times in recent months by THE NATIONAL PROVISIONER that the greatest savings they can make are in their power plants.

It has been explained that, as a general proposition, the packer generating steam for processing and purchasing power for equipment operation can, by installation of modern equipment, make power as a by-product.



Steam and power surveys by competent engineers have been published to show that it is possible to reduce meat plant steam and power costs by a sum which will approximate — and in some cases exceed — what the packer is now paying for purchased power.

The packer has been told that the investment to install equipment to generate by-product power will yield a net return of from 20 to 40 per cent.

Here is the Proof of Savings

These statements are not theory.

These results have been obtained in other industries. WHAT HAS BEEN DONE in paper mills and rubber processing plants and other industries where there is a concurrent demand for steam and power CAN BE DONE in the meat packing plant.

It IS BEING DONE right now in at least one packinghouse — the plant of Jacob E. Decker & Sons, Mason City, Iowa.

Decker has been producing power as a by-product since August, 1932.

Description of the new equipment installed at that time was given to the industry by George Moeser, master mechanic for the company, at the last annual convention of the Institute of American Meat Packers.

Figures on Eight Months' Operations

Results of operations over a period of nearly a year are now reported for the first time through THE NATIONAL PROVISIONER.

Here is definite proof of what can be accomplished in steam and power cost reduction in the meat packing plant through the use of high-pressure boilers, bleeder turbines and a proper balancing of the steam and power load.

What has been done in this plant can be done in varying degrees in hundreds of other meat packing plants. Equipment and engineer-

Decker's Pie!

This is a story of savings.
For the man who pays the bills!
It is a story of dollars—not
b.t.u.'s.

How would you like to be in
Decker's shoes, Mr. Packer.

*Saving \$72,000.00 a year on
steam and power.*

*Earning 24 per cent on a power
house improvement.*

His new power house saved him
(on steam and power alone) over
8c per hog killed in the first eight
months of operation.

If you don't believe it, here are
the facts and figures for you to
study.



NEW ADDITION HOUSES HIGH PRESSURE BOILERS.

Very little new building work was required to house the new by-product power plant of Jacob E. Decker & Sons, the addition shown here and the stack at the right being the most conspicuous. The stack is of concrete, 167 ft. high.

ing ability are available. If capital reserves are not sufficient, there are organizations prepared to finance sound rehabilitation projects.

Possibilities are so great, and obstacles in the way so unimportant, that no packer can afford to ignore them.

What is being accomplished in this plant in the way of steam and power savings is told here by an engineer who was active in selling the idea of by-product power to the executives of the Decker organization, who worked out and handled the financing plan, who is thoroughly familiar with all details of the plant's design, and who has followed its operation closely.

Story of Decker Savings

By E. W. EVANS, Vice Pres.
Power Service Corp.

Jacob E. Decker & Sons, Mason City, Ia., formerly made steam for processing and purchased power for equipment operation.

Today, with its modernized power plant, the company is making steam and generating power—and saving at the rate of about \$72,000 annually.

But to appreciate fully just what has been accomplished at this meat plant in the way of steam and power cost reduction it would be well, perhaps, to have a picture of the situation as it existed before the new power plant was placed in operation.

Steam for the operation of two ammonia compressors—one of 125 tons and the other of 250 tons—boiler feed pumps, etc., was generated in three 400 h.p. stoker-fired boilers. Coal and ash were handled mechanically.

Exhaust from the compressor engines, pumps and other steam-driven equipment, at 3 lbs. pressure, was used for water and building heating. Steam for processing, at 80 lbs. pressure, was taken from the 150-lb. steam line through reducing valves.

Formerly Spent \$65,000 for Power.

Power for the operation of all equipment, including a 450 h.p. synchronous motor direct-connected to a 318-ton ammonia compressor, was purchased from the power company. The power cost totaled approximately \$65,000 annually.

This power plant, therefore, was typical of those in operation in many meat packing plants of the country, particularly so far as equipment was concerned. Operations were very effi-

cient, and it is probable that unit costs were below what might be considered as typical in meat plant power departments of this size.

Costs in Old Plant.

In Table 1 costs in this old power plant are shown for a 249-day period from November 3, 1931, to July 8, 1932.

This period is representative of operations, but it has been taken principally for the reason that costs in the new plant for a 249-day period—November 1, 1932, to July 7, 1933, are available. There is, therefore, the opportunity to compare costs in the old and new plant for similar periods.

TABLE 1.—OPERATING COSTS IN OLD PLANT.
Nov. 3, 1931, to July 8, 1932.

Power house labor.....	\$ 11,806.34
Fuel cost	59,808.75
Cost of purchased power.....	43,797.12
Oil, refrigerant and misc. supplies.....	2,611.52
Total	\$117,612.54

To make this data of more value to the packer reader, and more readily comparable with costs in his own plant, these figures have been translated (Table 2) into cost per head of hogs killed and cost per 100 lbs. of kill. (Decker kills no cattle, calves, sheep or lambs, although preparations are being made to do so).

TABLE 2.—STEAM AND POWER COSTS PER HOG KILLED.

Nov. 3, 1931, to July 8, 1932.	
No. of hogs killed.....	594,533
Cost of steam and power per head killed	\$0.198
Average weight per hog (lbs.).....	233
Total weight of kill (lbs.).....	141,550.00
Cost of steam and power per cwt. of kill	\$0.08

Survey Indicates Large Savings.

In both of these tables cost figures include cost of steam generation, cost of power generation and all out-of-pocket expense for refrigerating functions, including labor, refrigerant, oil and miscellaneous supplies.

In August, 1932, the new power plant, generating both steam and power (designed by Ralph D. Thomas, consulting engineer, Minneapolis, Minn.) was placed in operation. Shortly thereafter the connection with the central station was discontinued and power requirements supplied by the plant's two turbo-generators.

In this connection it should be understood that a new power plant was not necessary to supply the Decker company's requirements. The new plant could be justified only on the basis of what surveys by competent engineers had shown would effect a large saving.

Let us now see what Jacob E. Decker & Sons has been able to accomplish in the way of steam and power savings.

The figures in Table 3 are also taken for a 249-day period from November 1, 1932, to July 7, 1933. During this time the company generated 227,566,000 lbs. of steam and burned 11,394 tons of coal and 81,379,000 cu. ft. of natural gas. The coal has a heating value of ap-



PROVES IT CAN BE DONE.

Jay E. Decker, president of Jacob E. Decker & Sons, Mason City, Iowa, makes a major saving in steam and power costs.

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proximately 11,300 B.t.u. per pound, and the natural gas a heating value of 1,000 B.t.u. per cu. ft.

Operating Costs in New Plant.

In Table 3, showing costs of operation in the new plant, identical factors are considered as were used to figure costs in the old plant for the corresponding 249-day period of the previous fiscal year. These include cost to generate steam, cost to generate power, and all out-of-pocket expense for refrigeration, including labor, ammonia, oil and miscellaneous expenses.

TABLE 3.—OPERATING COSTS IN NEW PLANT.

Nov. 1, 1932, to July 7, 1933.	
Power house labor.....	\$19,100.33
Cost of fuel.....	59,898.75
Cost of purchased power.....	None
Oil, ammonia, and misc. supplies.....	1,512.71
Total	\$68,539.27

Again figuring on the basis of cost per hog killed and cost per hundred weight of kill, we have the steam and power costs per cwt. of kill in Table 4.

TABLE 4.—STEAM AND POWER COST PER HOG KILLED.

Nov. 1, 1932, to July 7, 1933.	
No. of hogs killed.....	596,896
Cost of steam and power per hog.....	\$0.115
Average weight per hog (lbs.).....	250
Total weight of kill (lbs.).....	149,300,000
Cost of steam and power per cwt. of kill	\$0.046

Operating Costs Compared.

Comparing costs for the 249-day period in 1931-1932, when the old plant was in operation, with the similar period in 1932-33, when the new plant was in operation, gives a pretty clear picture of just what has been accomplished in this instance through the use of high pressure boilers, turbo-generators, and a balancing of the steam and power load.

Power house labor increased from

\$11,305.35 in the old plant to \$13,100.33 in the new, an increase of \$1,794.98. The labor increase is, of course, due to the addition of operators in the turbo-generator room.

Cost of fuel to operate the new plant is less, despite the fact that considerably more hogs of a greater average weight were slaughtered in the 1932-33 period.

More Hogs Killed, Less Coal Burned.

There is a saving of \$48,797.12 in purchased power, no power having been bought since the new plant has been placed in regular operation, and a saving of \$1,096.61 in oil, refrigerant and miscellaneous supplies.

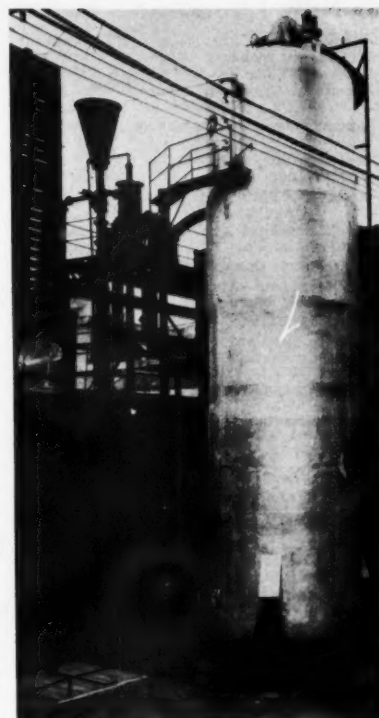
Referring again to costs for steam and power per hog killed in the two periods, we find that the company killed 2,061 more animals in the latter period, weighing 7,750,000 lbs. more, than in the 1931-32 period when the old power plant was in operation.

Despite this fact, however, the total cost of fuel for operating the new plant decreased \$5,972.52 below that in the 249-days of 1931-32. In addition, of course, there were the other savings in cost of power purchased, and in miscellaneous, a total saving for the 249-day period of \$49,073.27.

A comparison of the costs and savings for the two periods are given in Table 5.

Costs in Old and New Plants Compared.

This saving is due directly to generating power as a by-product of steam demands, better boiler efficiency, a more even load on the boilers, and a reduc-



STORES UP EXCESS STEAM.

The function of this Ruth steam accumulator, the only one of vertical design in the country, is to store excess steam for periods of heavy demand. Without this accumulator installed boiler capacity at the Decker plant would have to be materially greater than it is. The accumulator is 11 ft. in diameter, 45 ft. high, and has a steam capacity of 11,500 lbs. at 60 lbs. pressure.

tion in the pressure of processing steam from 80 to 60 lbs.

TABLE 5.—STEAM AND POWER COST SAVINGS.

249-day period (Nov. to July).		1932-33.		1931-32.		Increase.		Decrease.	
Power house labor	\$13,100.33	\$11,305.35	\$1,794.98	.....				
Fuel	59,898.75	59,898.75	.....	\$ 5,972.52					
Purchased power	None	43,797.12	.....	43,797.12					
Oil, refrigerant and misc. supplies	1,512.71	2,611.32	.....	1,098.61					
Totals	\$68,539.27	\$117,612.54	\$1,794.98	\$50,868.25					
Total net saving.....				\$49,073.27					

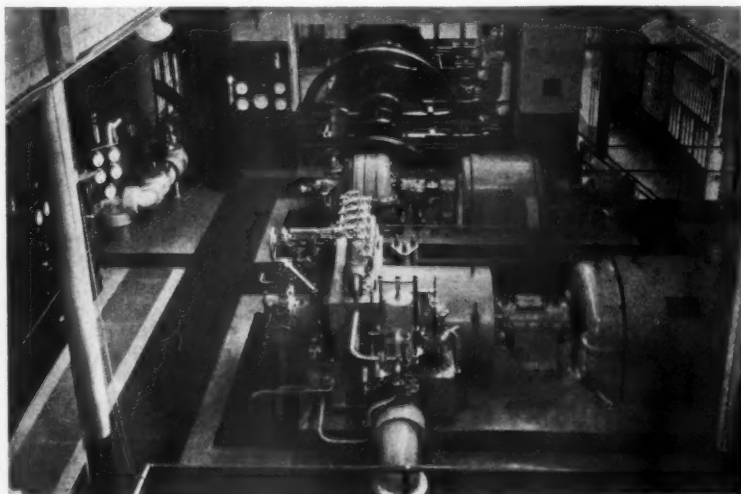
Nets 24 Per Cent on Investment.

Table 6 is a consolidated table and shows killing data and cost per head slaughtered during the two periods.

TABLE 6.—STEAM AND POWER COST PER HEAD KILLED.

249 days (Nov. to July).		1932-33.		1931-32.		In-crease.		De-crease.	
No. of hogs killed	596,896	594,835	2,061	.....				
Steam and power cost per head killed	\$0.115	\$0.108	.....	\$0.083					
Av. hog wt. (lbs.).....	250	238	12	.....				
Total wt. of kill (lbs.).....	149,300,000	141,550,000	7,750,000	.....				
Cost of steam and power per cwt. of kill	\$0.046	\$0.063	.....	\$0.037					

The new plant's complete cost was



TURBINE ROOM OF THE DECKER PLANT.

In the foreground is the 1,250 k.v.a. Elliott high-pressure turbine, which operates with steam at 485 lbs. pressure, 650 degs. temperature. It bleeds at 150 lbs. and exhausts against a back pressure of 60 lbs. Immediately behind it is a 375 k.v.a. Elliott condensing turbine, which operates with a steam pressure of 150 lbs. In the background are the three Vilter ammonia compressors. At the left is the switchboard and the steam accumulator control valves.

NEW EQUIPMENT IN DECKER'S NEW POWER PLANT

Accumulator.—Vertical, 11 ft. diameter, 45 ft. high; volume, 4,100 cu. ft. Ruths Steam Storage, Inc., New York City.

Accumulator Feed Pump.—25 g.p.m., motor driven. Westco Co., Davenport, Ia.

Accumulator Insulation.—Johns-Manville Corp., New York City.

Accumulator Valves.—Ruths Steam Storage, Inc.

Auxiliary Phosphate Treatment.—Hagan Corp., Pittsburgh, Pa.

Back Pressure Valves.—Cochrane Corp., Philadelphia, Pa.

Blowdown, Continuous.—Cochrane Corp.

Air Heaters.—Air Preheater Corp., New York City.

Blow-off Valves.—Cochrane Corp.

Boilers.—Two 450 lbs. gauge; 2,480 sq. ft. heating surface. Springfield Boiler Co., Springfield, Ill.

Boiler Feed Pumps.—Two 200 g.p.m., handling water at 220° F., one driven by a 100 h.p. Westinghouse induction motor and one by a 100 h.p. Elliott, 150-lb. turbine at 3500 r.p.m. to deliver against a head of 1175 ft. De Laval Steam Turbine Co., Trenton, N. J.

Boiler Panels.—The Hays Corp., Michigan City, Ind.

Check Valves.—Edwards Valve & Mfg. Co., East Chicago, Ind.

Circuit Breakers.—Roller-Smith Co., New York City.

Combustion Control.—Hagan Corp.

Condenser.—Barometric. Elliott Co., Jeannette, Pa.

CO. Recorders.—Banarez. The Permutit Co., New York City.

Draft Gauges.—The Hays Corp.

Excess Pressure Regulators.—Fisher Governor Co., Marshalltown, Ia.

Feed Water Regulators.—Copes. Northern Equipment Co., Erie, Pa.

Generator Air Cooler.—Griscom-Russell Co., New York City.

Heater Drain Pumps.—Buffalo Steam Pump Co.

Induced Draft Fans.—Two 45,600 cu. ft. per min., driven by 50 h.p., 150-lb. Elliott turbines. Buffalo Forge Co., Buffalo, N. Y.

Insulation, Pipe.—Johns-Manville Corp.

Non-Return Valves.—Edward Valve & Mfg. Co.

Piping.—Crane Co., Chicago, Ill.

Pressure Gauges.—Consolidated Ashcroft-Hancock Co., Bridgeport, Conn.

Pressure Recorders.—Cochrane Co.

Pulverizers.—Three, using either pulverized fuel or gas; 4,600 lbs. of coal per hour; two driven by 60 h.p. Westinghouse induction motors; one has dual drive; 60 h.p. Westinghouse induction motor and 60 h.p. Elliott low pressure turbine; latter pulverizer delivers coal to either or both of the high pressure boilers. Strong-Scott Mfg. Co., Minneapolis, Minn.

Recording Scale.—Richardson Scale Co., Clifton, N. J.

Safety Valves.—Crosby Steam Gauge & Valve Co., Boston, Mass.

Soot Blowers.—Diamond Power Specialty Co., Detroit, Mich.

Stack.—General Concrete Construction Co., Chicago, Ill.

Stairway Grating.—Irving Iron Works Co., Long Island City, N. Y.

Steam Flow Meters.—Cochrane Corp. and Bailey Meter Co., Cleveland, O.

Steam Purifiers.—Cochrane Corp.

Superheaters.—The Superheater Co., New York City.

Switchboard.—Commonwealth Electric Co., St. Paul, Minn.

Switchboard Instruments.—Westinghouse Electric & Mfg. Co., East Pittsburgh, Pa.

Temperature Recorders.—The Hays Corp.

Transformers.—Maloney Electric Co., St. Louis, Mo.

Turbo-Generators.—One 1,250 k.v.a., 3 phase, 60 cycles, 440-volt generator, driven by 425-lb. gauge, 650 degs. Fahr. turbine. This bleeds at 150 lbs. and exhausts at 60 lbs. One 375 k.v.a., three phase, 60 cycles, 440-volt generator, driven by a 150-lb. gauge condensing turbine. Elliott Co.

Valves.—Crane Co., McAlear Mfg. Co., Chicago; Edward Valve & Mfg. Co., Northern Equipment Co.

Water Columns.—Rellance Gauge Column Co., Cleveland, O.

Water Softener.—10,000 g.p.h.; type IJS; hot process. Cochrane Corp.

Water Wall Drain Valves.—Edward Valve & Mfg. Co.

Water Heater, Closed.—500 g.p.m. to 90 to 140 degs. Fahr. Wm. Bros. Boiler & Mfg. Co., Minneapolis, Minn.

Water Level Indicators.—Schutte & Koerting Co., Philadelphia, Pa.

EQUIPMENT "SYNCHRONIZED" WITH NEW PLANT SET-UP

Air Compressor.—Ingersoll-Rand Co., New York City.

Air Receiver.—Murray Iron Works, Burlington, Iowa.

Ammonia Compressors.—Vilter Mfg. Co., Milwaukee, Wis.

Ammonia Condensers and Receivers.—Vilter Mfg. Co.

Ammonia Storage Tank.—Vilter Mfg. Co.

Barometric Condenser.—Vilter Mfg. Co.

Boiler Feed Pumps.—Gardner-Denver Co., Quincy, Ill.

Boilers.—Murray Iron Works.

Coal and Ash Handling Equipment.—24x 18 Peck Overlapping Pivoted Bucket Conveyor, Overhead Bins, etc. Link Belt Co., Chicago.

Condenser Air Pumps.—Vilter Mfg. Co.

Condensor Water Pump.—Fairbanks Morse Co., Chicago.

Cooling Water Pumps.—Ingersoll-Rand Co.

General Service Pumps.—Gardner-Denver Co.

Pressure Gauges.—Bristol Co., Waterbury, Conn.; U. S. Gauge Co., New York City; Crosby Steam Gauge Co.

Pumps-Turbine.—Pomona Pump Co., Pomona, Calif.

Stokers.—Combustion Engineering Corp., New York City.

Sump Pump.—American Well Works, Aurora, Ill.

Thermometers.—Taylor Instrument Co., Rochester, N. Y.

Traps.—Crane Co.; W. H. Nicholson & Co., Wilkes-Barre, Pa.

in the neighborhood of \$300,000. Assuming that savings at the rate shown in Table 5 are continued for the balance of the year to November 1, 1933, the total annual saving should be in the neighborhood of \$72,000. This is at the rate of 24 per cent on the investment.

How Plant Was Financed.

In view of the fact that some packers might hesitate to invest working capital in modern power plant equipment, even when a return as large or larger than Decker is making is indicated, it might not be out of place

here to say something of the manner in which the Decker job was financed.

Paying for Itself.

The cost of equipment and installation was underwritten by Power Service Corporation, Minneapolis, Minn., under the terms of a lease agreement. Power Service Corporation is the owner of the power plant during the period of the lease, but the Decker company operates it and furnishes fuel and labor and pays fixed and operating costs.

The monthly rental is approximately

the average monthly bill the Decker company formerly paid for purchased power. A clause in the agreement provides that at the end of five years Jacob E. Decker & Sons has the option of purchasing the plant for \$25,000.

There has been some confusion among packers as to just how this financing plan was worked out. The above is the plan in substance. However, Power Service Corporation saw fit to dispose of the lease to a financial institution.

In order that this latter firm might not be required to assume responsibility for equipment performance and guarantees, it in turn asked lease payment guarantees from contractors and suppliers of equipment. This arrangement has led to erroneous rumors that the plant was financed cooperatively by equipment manufacturers.

Rental charges are based on plant costs and carrying charges, time of payment being extended, as mentioned previously, to bring the monthly rental paid by Decker to approximately what the company formerly paid monthly for purchased power.

How Savings Are Made.

Thus, with but a relatively small cash outlay, and with no more out-of-pocket expense than it formerly paid for purchased power, Jacob E. Decker & Sons is on the way to ownership of a highly efficient power plant. In the meanwhile, savings in plant operating costs are substantially in excess of the self-liquidating payments.

Packers will have a better understanding of just what has been accomplished in the Decker plant, and the source of the large savings being made, if they will visualize steam as a carrying agent of heat, since the heat in the steam does the work, whether it be generation of power, heating of buildings, or rendering and cooking.

Steam as a Heat Carrier.

The major portion of heat energy supplied to a boiler for the production of heat is absorbed in boiling water and causing it to burst into steam. This heat is returned again, and is available for general heating purposes, other than the production of power (except to a limited degree), when the steam condenses back to water.

Only slightly more heat need be supplied to a boiler to increase pressures and corresponding temperatures after the water has once been converted into steam. Pressures and temperatures are synonymous so far as steam is concerned, there being a corresponding temperature increase for each pressure increase.

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power generation, fully 80 per cent of the heat energy in the steam serves no useful purpose, being dissipated to the atmosphere when the steam is condensed back to water.

The meat packing industry, utilizing heat for general manufacturing requirements, can secure as a by-product of process steam a large quota of electric energy. This is accomplished by generating steam at a somewhat higher initial pressure at only a slight increase in fuel consumption, and passing this higher pressure steam through a turbo-generator unit acting as a pressure reducing valve. A certain amount of the heat in the steam will be absorbed in the production of power, and the steam delivered from the turbine exhaust will contain the required process temperature.

Using All the Heat in the Steam.

Exhaust steam for heating has been utilized for many years at pressures of from 1 to 30 lbs. The application of the principle is, therefore, not new, but the development of equipment to withstand high temperatures and pressures has increased the field of application.

When it is known definitely what the relation is between the power demand and the steam processing demand, then it is possible to so design a meat plant power department so as to balance the steam and power loads, and to provide almost complete utilization of the heat in the steam with practically no waste.

In the Decker plant steam is generated at a pressure of 450 lbs. and superheated to 650 degs. total temperature. This is fed directly to a turbo-generator producing power. This tur-

Proof of the Pudding

Is the Decker organization satisfied with its new by-product power plant?

When **THE NATIONAL PROVISIONER** asked president Jay E. Decker, treasurer E. S. Selby, master mechanic George Moeser and chief engineer John A. Young if the new plant was a success, the answer in each case was a vigorous "YES!"

None of these executives had any regrets. And not one had a criticism to offer.

"To what must the packer who contemplates installation of a by-product power plant give the most attention?" was asked.

"Independent functioning of sound engineering, careful, conscientious construction, and responsible financial service," was the answer.

bine exhausts at 150 lbs. and 60 lbs. pressure. The 150-lb. exhaust is utilized further to drive ammonia compressors. When necessary, which is seldom, it may be used to drive a smaller condensing turbine. The steam from the ammonia compressor engines, at 3 lbs. back-pressure, is utilized for water and building heating.

Story of the Improvement.

Steam exhausted from the larger turbine at 60 lbs. pressure is used for plant processing. The surplus of 150-lb. exhaust steam goes to storage where it is available to supply any sudden steam demand. This steam storage device and its functions will be described in some detail further along in this article. Dual drives (steam and electric) on a number of the auxiliaries enables the proper balance between steam and power load to be maintained.

The Decker company began to give

serious consideration to power plant improvements in 1929. In that year Ralph D. Thomas and Associates, consulting engineers, Minneapolis, Minn., were retained to make a study of the plant to determine the advantages, if any, of installing high pressure boilers and steam turbines to make their own power, as compared to the plan under which the company was then operating—generating steam for processing and purchasing power for equipment operation.

The conclusion of the engineers, since proven in practice, was that the economies indicated justified the company in generating both steam and power.

The general contract for the plant was let in December, 1931, and the plant was completed and placed in operation during August, 1932. Since that time, except for one short interruption, it has been in continuous operation.

The power department, as it now stands, is a combination of old and new. Much of the old equipment, including coal and ash handling equipment, the two steam-driven and one motor-driven ice machines, have been retained in service, the new boilers and turbines being superimposed on the old plant. The three 400 h.p. 150-lb. boilers and their auxiliaries were retained for standby service.

Little Building Change Necessary.

Conditions were ideal for the addition of the new equipment, and very little building change was necessary.

The new boilers are installed across the firing aisle from the old units so
(Continued on page 34.)



HIGH PRESSURE BOILERS AND THEIR FIRING EQUIPMENT.

At the left are the two new Springfield boilers, generating steam at a pressure of 450 lbs., each having a capacity of 60,000 lbs. of steam per hour. They are equipped with superheaters, to give a steam temperature of 650 degs. at the superheater outlet. On the right is some of the firing equipment, including three Strong-Scott Unipulvo pulverizers, each with a capacity of 5,000 lbs. of coal per hour. The middle pulverizer is equipped with a dual drive—60 h.p. Westinghouse induction motor and Elliott low-pressure turbine. This unit can supply fuel to either or both of the boilers. The other two pulverizers are driven by 60 h.p. Westinghouse induction motors.

Either powdered coal or gas may be fired with these units. Natural gas is being used at the present time.

'Sell Right' and 'Make Right' Build Worth-While Packing Business

Efficiently economical operation and sound merchandising methods are a stable foundation for any meat manufacturing business.

This is true in times of depression as well as of prosperity. A business built on these cornerstones will come through such times as these, and go on growing.

But the rules of good merchandising and careful management must be adhered to if such progress is to be made.

Here is one example to prove the point:

Only 15 years ago Albert Goetze started a little meat manufacturing business in Baltimore, Md., serving a limited number of local retailers from a small plant with 5 employees and 2 delivery trucks.

Based on Sound Principles.

Today he is one of the leading meat packers and sausage manufacturers of his territory.

During the depths of the depression he spent money running up into six figures for a new plant and equipment, and his production and sales have grown over 300 per cent.

Plant and equipment are right, and "Sell Right" is his merchandising motto. When he makes a price list he sticks to it until time to change.

One thing that does not interest him is stories about price-cutting competition. "If they want the business at a

loss, let them have it," says he. "They won't last long at that kind of a game." His policy seems to have lost him neither volume or profit margins. He sticks to it.

He is a cooperator and a good competitor, and the trade holds him and his methods in high respect.

Compact Plant Design.

He makes quality product and gets his price for it. And, as his business has developed, he has studied efficiency and economy in plant operation with good results. His new plant is an example.

Perhaps one of the greatest contributions to reduced costs in packinghouse operation has been more compact plant design. In such planning lower operating and overhead costs have been the goal. New plant layout calls for compactness to reduce building expense and handling costs, and straight line production to keep plant transportation costs low.

Overhead costs—interest, depreciation, insurance, taxes, repairs, etc.—add nothing to the quality or salability of meat products. When they can be reduced the savings can be credited directly to the profit side of the ledger. The same can be said for the expense of transporting product from operation to operation and department to department. In this case, however, labor is saved.

In new plants one of the conspicuous features of design is the thought and care given to achieve compactness—to reduce cubic footage without sacrifice



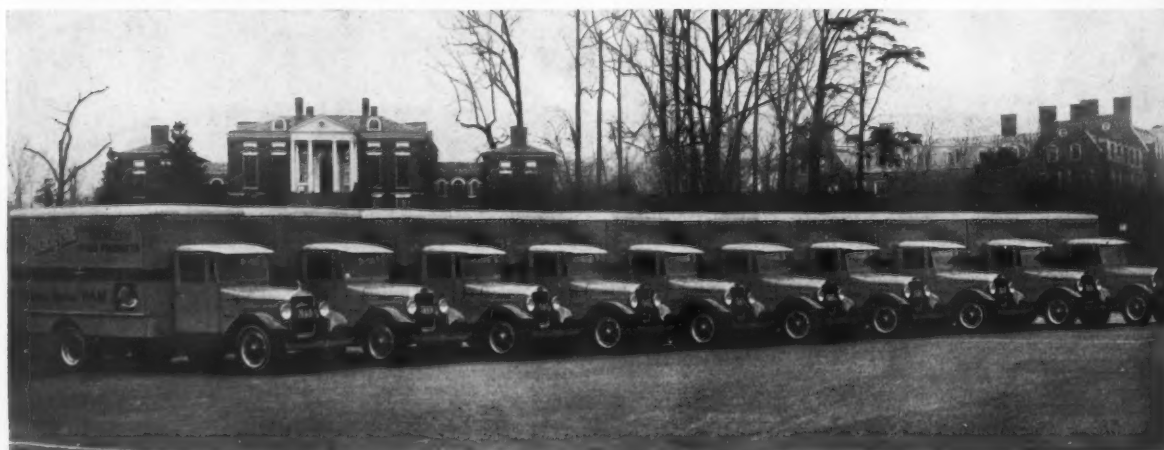
BUILDS ON A SOUND BASIS.

Albert F. Goetze, president of Albert F. Goetze, Inc., Baltimore, Md., believes that quality product at a quality price, is the basis on which to develop a business. He seems to have proved his case. Founded as late as 1917, his firm has trebled its size and is still growing.

of efficiency in either production or quality of product. And, compared with the plant of older design, it is astonishing what has been accomplished in some cases.

Short Cuts in Operations.

Typical of the manner in which low costs are being secured by new ideas in design and layout is the meat plant of Albert F. Goetze. Here, for example, the travel of meats from curing cellar to smoke house is less than 300 ft. Nor is production slowed up because of this. Products to be smoked move along with the regularity of



PART OF REFRIGERATED TRUCK FLEET OF ALBERT F. GOETZE, INC., BALTIMORE, MD.

This company was among the first in the state to use refrigerated trucks. Products are distributed to over 5,000 retail outlets on the Eastern seaboard. This, in contrast with the original "fleet" of 2 trucks.

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clockwork, and the production per man-hour may be above that secured in the majority of packing plants.

There is direct access from the curing cellar to the ham boning and soaking room. Cured hams and bellies are placed in galvanized metal trucks with a capacity of 100 hams and pass through a door to the ham boning and soaking room. Here the hams are soaked without removing them from the trucks.

When soaking is completed the meats are taken out of the trucks and placed on a specially designed table for washing and stringing. Washing is done with high-pressure sprays.

This table is constructed in the form of a right angle, the section on which washing is done being about 24 in. higher than the stringing section. After stringing or being encased in stockinnettes, the meats are lifted directly from this table onto overhead cages and run into the smokehouse.

Evidence of similar careful planning to reduce building space, secure straight line production and keep the cost of handling and transporting product at a minimum is seen throughout the remainder of the plant.

Conveyors Save Handling Cost.

From the smokehouse the meats are taken directly to the refrigerated smoke drying, assembling and packing room. Here bacon and dried beef are sliced and all products packed for distribution.

A conveyor runs lengthwise of this room on which boxes and containers to be packed are placed. From this conveyor the packed containers are delivered without handling to the shipping room below. Here they are checked out on orders to customers, placed back on the conveyor and carried to the loading dock.

All other similar operations are as carefully planned. Carcasses (no killing is done) are received at one end of the building and the finished products are discharged from the receiving dock at the opposite end. Not one pound of meat or product is held up or "back tracks" during processing.

From the receiving room carcasses are sent directly to the coolers. Boning and cutting rooms adjoin the hog and beef coolers. All boning and cutting is done under refrigeration. From the boning and cutting room product moves on conveyors to the curing cellar, sausage department and shipping cooler.

The sausage manufacturing department also has been carefully planned to keep production costs low. The latest equipment, combined with com-



VIEW OF THE GOETZE DAYLIGHT SAUSAGE KITCHEN.

All kinds of sausage and "ready-to-serve" products are made. The plant is very compact, all departments and operations being arranged so that there is no lost motion or back tracking. Products travel less than 300 ft. from curing cellar to smokehouse.

compactness and straight-line production, are features of the layout.

Air Conditioning Is Used.

All sausage grinding is done under refrigeration. Products of the sausage kitchen are smoked in ten Brand revolving smokehouses. Cooking is done in K. & J. process cookers. Stuffers, grinders, mixers, etc., were installed by John E. Smith Sons Co. Trucks for use in the sausage and other departments were built by the Globe Company.

An interesting feature of this plant is the use made of air conditioning to

maintain the quality of products during manufacture and packing. The cutting and boning room, slicing, packing and assembly rooms are all under both temperature and humidity control.

Cured meats are smoked in a two-story smokehouse with a capacity of 70,000 lbs. per day. This is equipped with both automatic temperature control and recording thermometers. Here a close control of temperatures, and care to prevent drafts striking product fresh out of smoke, has resulted in saving from 1½ to 2 per cent in shrink

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MODERN GAS-FIRED TEMPERATURE-CONTROLLED SMOKEHOUSE UNIT.

This is claimed to be one of the largest smokehouse units in the industry. It is two stories high, 50 ft. long and 20 ft. wide. Its capacity is 60,000 lbs. every 24 hours. Gas fuel is used. Recording thermometers make a record of temperatures. Product can be placed in the smokehouse or removed from either end.—(Designed and installed by R. E. Jordan & Co.)

BUILDING CONSUMER DEMAND.

"Together Again—Two Old Friends—Stahl-Meyer Frankfurters and Beer."

This is the slogan emphasized in the current advertising campaign of Stahl-Meyer, Inc., New York City. In addition to using liberal space in newspapers and magazines and cards in subway, elevated and surface cars, the company recently launched a big drive on the consumer with outdoor painted signs. These are placed at strategic points along the principal highways in Westchester, Long Island, and New Jersey, and, according to reports, are driving home the slogan to increasing numbers of consumers. These signs are identical. In addition to the slogan there is also shown a stein of beer and a plate of frankfurters in natural colors.

The tie-up with the retailer is being made with direct mail matter. One folder is designed to acquaint the dealer with the efforts being made to create consumer demand for Stahl-Meyer frankfurters through the use of outdoor signs, illustrations of signs at eight busy locations being shown.

"Thousands of housewives, heads of families and their children—all potential customers for Stahl-Meyer frankfurters—will see these outdoor signs and be ready to purchase Stahl-Meyer frankfurters at your store or stand," the folder says.

"Frankfurters and beer are becoming more and more a year-round national habit. Are you cashing in on this wonderful opportunity to increase your sales of our frankfurters as well as of other Stahl-Meyer ready-to-eat meats, like thousands of other dealers are now doing?"

"If you have your advertising material advantageously displayed, together with an array of Stahl-Meyer products, you will insure a rapid turnover and have your cash register ring to greater sales and bigger profits."

PACKERS OWN RADIO PLANT.

Broadcasting information not only about their own company, but meat propaganda for the entire meat industry, the Carstens Packing Co. has established its own radio studio on the top of the Tacoma, Wash., plant which is believed to be the only one on a packing plant on the West coast. This institutional activity has been carried on during the difficult period through which the packing industry, with all others, has been passing and it will be continued as a publicity feature of the company.

From the packing company's station, which is KMO, information has been sent out recently as to cooperation with the National Recovery Administration, of which the following is an example:

"The Carstens Packing Company of Tacoma, Seattle, Spokane, Portland and its many branches consider it an honor to display the NRA emblem in all its places of business and on its trucks and salesmen's cars. Today the United States under the leadership of President Roosevelt is engaged in the most startling and most significant movement ever attempted by civilized man. Patriotism and self-interest alike call for active support of this program. The Carstens Packing Company is proud to do its small share by backing up the President in his program to set about the work of changing the country's economic and social system to the benefit of the public at large."

Another radio broadcast stated that "NRA adorns every truck, car and establishment of the Carstens Packing Company. The thousands of employees of this company also are signing the consumer NRA cards as fast as they receive them—in other words the Carstens Packing Company in Tacoma, Seattle, Spokane and Portland, as well as its many branches scattered over Washington, Idaho, Oregon, California, Alaska and the Philippine Islands, are 100 per cent NRA. This company is backing our President to the fullest because it thinks he is on the right track to rapid recovery which will help every citizen."

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, Sept. 6, 1933, or nearest previous date, with number of shares dealt in during week, and closing prices, on Aug. 30, 1933:

	Sales.	High.	Low.	—Close—	
	Week ended			Sept. 6.	Aug. 30.
Amal. Leather...	400	16 1/2	16 1/2	16 1/2	16 1/2
Do. Pfd.	100	30	30	30	31 1/2
Amer. H. & L.	400	10	9 1/2	9 1/2	10 1/2
Do. Pfd.	900	39	39	39	40 1/2
Amer. Stores....	300	40	40	40	38 1/2
Armour A.	17,800	5	4 1/2	4 1/2	5 1/2
Do. B.	18,600	3 1/2	2 1/2	2 1/2	3 1/2
Do. Ill. Pfd.	7,700	57	54	54	58 1/2
Do. Del. Pfd.	900	80	80	80	81
Beechnut Pack.	200	65	65	65	65
Bohac, H. C. ....	.....	.....	.....	.....	25
Do. Pfd. ....	.....	.....	.....	.....	90
Brennan Pack. ....	.....	.....	.....	.....	19
Do. Pfd. ....	.....	.....	.....	.....	50
Chick. Co. Oil.	2,700	25 1/2	24 1/2	24 1/2	25 1/2
Childs Co.	100	7	7	7	8 1/2
Cudahy Pack.	1,600	57	46 1/2	46 1/2	50
First Nat. Stores	2,500	56	55 1/2	56	58 1/2
Gen. Foods	8,600	37 1/2	36 1/2	37 1/2	37 1/2
Gobel Co.	2,900	9 1/2	8 1/2	8 1/2	9 1/2
Gr. A. & Pst. Pfd.	60	124	123 1/2	123 1/2	123 1/2
Do. New	60	140	140	140	143
Hormel, G. ....	.....	.....	.....	.....	20
Hygrade Food.	400	4 1/2	4 1/2	4 1/2	5
Kroger G. & B.	5,500	26 1/2	26	26 1/2	27 1/2
Libby McNeill.	750	5	5	5	5
McMarr Stores. ....	.....	.....	.....	.....	8 1/2
Mayer, Oscar. ....	.....	.....	.....	.....	6 1/2
Mickelberry Co.	400	4 1/2	3 1/2	4 1/2	4
M. & H. Pfd. ....	.....	.....	.....	.....	1 1/2
Morrell & Co.	100	47 1/2	47 1/2	47 1/2	50
Nat. Fl. Pfd. A. ....	.....	.....	.....	.....	1 1/2
Do. B. ....	.....	.....	.....	.....	1 1/2
Nat. Leather.	500	1 1/2	1 1/2	1 1/2	1 1/2
Nat. Tea	4,500	22	21 1/2	22	23 1/2
Proc. & Gamb.	5,000	43	41 1/2	41 1/2	43
Do. Pr. Pfd.	130	103 1/2	103 1/2	103 1/2	103
Rath Pack. ....	.....	.....	.....	.....	21 1/2
Safeway Store.	1,800	5 1/2	5 1/2	5 1/2	27
Do. 6% Pfd.	10	90	90	90	90
Do. 7% Pfd.	40	103 1/2	103 1/2	103 1/2	103
Stahl Meyer ....	.....	.....	.....	.....	9 1/2
Swift & Co.	13,800	18	17 1/2	17 1/2	18 1/2
Do. Int.	4,450	26 1/2	26	26	27
Trunz Pork ....	.....	.....	.....	.....	15
U. S. Cold Stor. ....	.....	.....	.....	.....	33 1/2
U. S. Leather.	1,600	12 1/2	11 1/2	12 1/2	12 1/2
Do. A.	2,700	19	18 1/2	18 1/2	20
Do. Pr. Pfd.	10	70 1/2	70 1/2	70 1/2	70 1/2
Wesson Oil	400	28 1/2	27 1/2	27 1/2	28 1/2
Do. Pfd.	100	57 1/2	57 1/2	57 1/2	57 1/2
Wilson & Co.	2,600	7 1/2	6 1/2	6 1/2	7 1/2
Do. A.	1,900	17 1/2	16 1/2	16 1/2	16 1/2
Do. Pfd.	1,900	50	48	50	54 1/2

Legal Pointers

Legal information on matters affecting your daily business.

WHEN THE BANK ERRS.

"I certainly put one over on the packer," the customer assured himself. "Gave him a hundred dollar check on the Sand Bank, my credit balance there is one figure, and that's the figure 3."

"That's not worth the stub pen it's written with, but I'll soon find out," the packer declared, made out a deposit slip for the Sand Bank, where he carried his account, and sent slip and book to the bank, by the errand boy.

"Have it credited to my account, if the check's good," the packer ordered.

Ten minutes later the boy pushed the check through the paying teller's window, the teller ascertained that the customer's account was on page 773, turned to page 377, saw a credit balance of \$500, charged up the check, credited it to the grocer's account, and gave the boy a slip in the words and figures following, as the lawyers say:—

"We credit your account \$100 check." "Well, that's a stroke of luck," the packer declared, when the boy returned with the slip.

The next morning the paying teller telephoned the packer and explained the error.

"Well, what are you going to do about it?" the packer demanded.

"I'm not going to do anything—I've done already," the teller averred. "I've credited the \$100 check to the wrong account that I charged it to, and have charged it back to your account."

"And you mean to tell me that after you sent me a slip, saying that you credited me with \$100, you're going to charge it back to my account?" the packer demanded.

"I'm telling you that I've done it already," the teller assured him.

"Well, I'm no lawyer," the packer declared, "But it's my humble opinion that when you once credit the check to my account you can't change it, and I'm going to sue you for \$100."

"Sue away," was the teller's parting shot.

The packer sued, and the Supreme Court of Kentucky in a recent case reported in 240 Southwestern Reporter, 78, ruled in the packer's favor.

"When one customer of a bank presents to it a check drawn on it by another customer, and is given credit by that amount on the books of the bank, the transaction is closed, and the depositing customer has the right to reply upon the fact that he has that amount placed to his credit in the bank. And, if there is any question of loss, as between the depositing customer and the bank, the bank must bear that loss, because it brought about the loss by its own mistake or oversight," said the Court, and there are Alabama, Arizona, Illinois, Indiana, and New York decisions to the same effect.

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Packers Propose Schedule for Processing Tax on Hogs

Funds to pay for the emergency hog program are to come from the first hog processing tax imposed under the agricultural adjustment act.

A hearing to determine the amount of this tax was held at Washington on September 5, at which time a recommendation, concurred in by both producers and packers, was submitted suggesting a nominal tax for the initial period to begin November 1.

The suggested initial tax is 25c per hog, which would be at the rate of approximately 10c or 11c per cwt. live weight.

Thereafter the processing tax would be revised upward for each succeeding three months' period, say 75c for the second quarter and \$1.00 per head for the third and fourth quarterly periods.

This, it is claimed, would be sufficient to provide the funds necessary to pay for the estimated 4 million pigs and 1 million sows presumed to be slaughtered under the emergency program ending October 1.

Floor Tax of 13.3 Cents

Under the law packers' floor stocks of pork on the date the processing tax went into effect would be subject to a floor tax, which if figured at the 10c per cwt. live basis would be 13.3c or on an 11c per cwt. live basis it would be 14.4c per cwt.

Packer and AAA representatives have been in conference as to the method of figuring conversion factors for computing the floor tax. It is suggested that the method of figuring will be based on green, sweet pickled and frozen stocks on hand at the date set, that basis being translated into each edible item from the processed hog. Inedible items would be ignored for the purpose of the floor tax.

The same conversion factors would be used in figuring the packer drawback on pork exports.

Packer Estimates of Tax Yields.

It had been estimated that the emergency hog program would cost the government from 50 to 55 million dollars. Packers' estimates presented at the hearing figured the cost of this emergency slaughter at a little over 33 million dollars net.

On the basis of packer estimates the income from the processing tax for the full year, on the tax schedule suggested, would total something over 35 million dollars, with income from the floor tax estimated at about one and a quarter millions, making the total first year's revenue about 36¼ million dollars.

This is approximately 3 million dollars more than the net cost to the government, and on the basis of 1 million sows provides a margin of about \$3.00 per head to absorb increase in prices or bonus.

The hearing was presided over by Dr. Prew Savoy of the legal staff of the AAA, with Dr. Mordecai Ezekiel as cross-examiner.

Mr. Wilson's Argument.

The first witness was Thomas E. Wilson, president of Wilson & Co., and chairman of the packers' committee. Mr. Wilson made the formal presentation of the recommendations already outlined. He stressed the present critical situation, mentioning increased costs to packers due to their participation in the NRA program, increased cost of supplies due to rising prices, and

Producers Ask Taxes

Meeting in Chicago September 5, the National Corn-Hog Producers Committee recommended to the Agricultural Adjustment Administration that a processing tax of 20c per hundredweight be imposed on hogs. A compensatory tax on lard substitutes, including vegetable oils, was recommended simultaneously as part of the program believed most practical by the producers.

In a telegram to George N. Peek, agricultural adjustment administrator, the committee prefaced its recommendations with the explanation that in its opinion imposition of the full tax allowed by law would work a further hardship on the already weak hog market. It was explained that the proposed tax would be applicable to live weight pork regardless of the size of the individual animals. The tax on lard substitutes would be designed to maintain competition between the two classes of products on its present plane.

The committee met to consider permanent plans for controlling corn and hog production and further meetings during the month are in prospect.

summarized the main points as to the necessity for a small initial processing tax of not more than 25c per head, in order to insure the success of the government program and not depress the farm price of hogs.

He outlined the fundamentals governing hog and pork product prices as follows:

Consumer demand determines the price of pork products and in turn the price of live hogs. Pork is a highly perishable product, which must be moved into consumption promptly after slaughter. Packers are constantly striving to secure the highest possible price for pork products. Artificially-maintained prices result in a temporary accumulation in cured stocks, or stocks for curing, which must be moved into consumption in a few months.

It should be borne in mind, said Mr. Wilson, that the consumer can resort to many substitutes in the event that pork product prices are too high.

Why Tax Must Be Low.

In urging the necessity of an initial processing tax not to exceed 25c per head, effective November 1, Mr. Wilson said that such an initial processing tax must be small because the available supply which must be moved into consumption in the first few months of the 1934 marketing year is abnormally large. He quoted statistics of pork stocks to prove his point.

The cost of the emergency slaughtering program—that is, the processing tax—should be assessed at the time the benefits are received by the producer, said Mr. Wilson.

"Hog slaughter for the November-January quarter will be reduced little, if any, by the emergency program," said he. "This means that hog prices during this period will not be materially affected. Some benefits will be received in the latter part of the second quarter, February-April, because a considerable part of the 4,000,000 pigs would otherwise be marketed and slaughtered during that period. The maximum reduction in slaughter, with corresponding price benefits will fall in the third and fourth quarters of the hog year because the expected farrowings of approximately 6,000,000 head from the 1,000,000 sows would be marketed during that period.

Better as Time Goes On.

"It is evident that the improvement in price resulting from the emergency program should be much greater in the second quarter than in the first and should be increasingly greater during the third and fourth quarters. As the price of hogs and hog products increases, it is evident that a larger processing tax can be absorbed much more readily. A 250-lb. hog at \$4.00 per cwt. is worth \$10.00, and can possibly absorb a processing tax of 25c per head, but a processing tax of greater amount would prove extremely burdensome. A 250-lb. hog at \$8 per cwt. would be worth \$20 and could absorb a tax of \$1.00 per head much more readily than

(Continued on page 58.)

Surplus Pigs Flood Markets and Congest Packing Plants

Pigs continued to come into central markets and country concentration points this week by the thousands, in many cases without permit, all shipped with the expectation that they would be eligible to bonus under the government emergency hog program.

At some markets it has been necessary for packinghouses to work many hours overtime in order to clean up receipts. During the period August 23 to September 1, inclusive, there was slaughtered for government account 1,218,158 pigs and sows. Of this number 1,034,296 were pigs weighing under 80 lbs., 160,115 pigs weighing between 80 and 100 lbs. and 23,747 sows.

While the program in relation to pigs, which contemplated the slaughter of 4,000,000 head by October 1 appears to be well on the way, that for sows has shown little development. The plan called for the slaughter of 1,000,000 head weighing 275 lbs. or over which were soon to farrow. For the five weeks' period this would necessitate 200,000 head weekly. In the first nine market days of the program, only 2½ per cent of the number had been slaughtered. In order to encourage sow slaughter there was a suggestion of an increase in the bonus of \$4.00 per head over the current market but instead the weight minimum was reduced to 240 lbs. to encourage marketing.

Try to Slow Up Shipments.

On September 1 the Agricultural Adjustment Administration issued instructions, effective September 5 on the opening of the market after the two-day holiday, to the effect that all pigs qualified for purchase for government account must be accompanied by a permit authorizing the shipment. "Pigs will not be purchased for the account of the Secretary unless a permit for each such shipment has been granted prior to the shipment," the instructions stated. At that time the department pointed out that although a modified permit system had been in effect under a ruling issued August 25 when the six principal markets became glutted with pigs, "many pigs have continued to come to market for which permits to ship have not been obtained or presented to the purchasing processor." The text of these instructions follows:

1. Beginning Tuesday morning all pigs received for the account of the

government must be accompanied by permissions to ship. No premium will be paid for pigs unless permission has been granted prior to shipment. Advance permission must be secured through commission firms, or direct from processors in cases where pigs are being shipped directly to the processor.

2. Beginning immediately, no permits are to be issued through commission companies or by processors to anyone other than the original owner. In no case are permits to be issued to one owner for more than 200 head.

3. Permissions to ship obtained through commission firms or processors, are to be evidenced by letter or telegram to the original owner.

4. All shipments are to be accompanied by such permits.

5. These rules do not abrogate permits issued for purchases through September 6.

6. No permission is needed to ship pregnant sows.

7. The minimum weight of sows qualified to receive a government bonus is lowered from 275 to 240 pounds. This ruling is in immediate effect.

8. It has been definitely decided not to make any adjustment in prices or bonus payments on sows.

9. Farmers may still have their pigs handled through cooperative shipping

associations or by country buyers by supplying them with a letter or telegram from commission firms or processors, indicating that they have permission to ship their pigs. Such agencies may also act on behalf of the original owners in securing permits.

Half of Quota Marketed.

Approximately 2½ million pigs and sows are believed to have been marketed for government account up to the close of business on September 7. At the twenty principal points 2,010,000 were received and as sixty points in all were handling these government hogs the trade was of the opinion that more than half of the desired number of

(Continued on page 59.)

ANNUAL CONVENTION EXHIBITS.

Plans for the exhibit of packinghouse equipment and supplies at the Twenty-eighth Annual Convention of the Institute of American Meat Packers to be held October 20 to 24 at the Drake Hotel in Chicago, were announced late this week by H. L. Osman, Director of the Institute's Department of Purchasing Practice. The Tower Room and French Room at the Drake will be devoted to the exhibits of equipment and supplies.

The announcement, which was sent to manufacturers of packinghouse equipment and supplies and to members of the Institute, states that all exhibits must be in place by 8 a. m. Friday, October 20, the day on which the first sectional meetings preceding the convention are held. The exhibits will be open to those attending the meeting and to the public during the following hours:

Friday, October 20, 8 a. m. to 10 a. m. and 5 p. m. to 10 p. m.

Saturday, October 21, 8 a. m. to 10 a. m. and 12:30 p. m. to 10 p. m.

Sunday, October 22, 10 a. m. to 6 p. m.

Monday, October 23, 8 a. m. to 10 a. m. and 5 p. m. to 10 p. m.

Tuesday, October 24, 8 a. m. to 10 a. m. and 5 p. m. to 6 p. m.

Exhibits will not be open during any of the hours during which convention meetings are in session, and will close at 6 p. m. on Tuesday, October 24, the final day of the convention.

The Institute makes no charge for floor space for one booth to members and associate members. There is a charge of \$10.00 for the erection of each booth and for signs. Additional space is sold to members and associate members of the Institute at the same rate at which space is sold to non-members—\$100.00 for space, and \$10.00 for booth and sign.

Members and associate members of the Institute are urged to send in their applications for space as soon as possible to Mr. Osman. Requests for space by non-members of the Institute will not be filled until after September 20.

It is expected that the usual complete display of equipment and supplies will be shown. Last year more than 40 different manufacturers displayed their products to packers and others attending the convention.

Packer Code Hearing

A public hearing on the trade practice agreement of the meat industry as submitted by the Institute of American Meat Packers is being held in Washington by the Agricultural Adjustment Administration as THE NATIONAL PROVISIONER goes to press.

Leading packers all over the country are in attendance.

Hearings on this agreement already have been held by the Institute throughout the United States.

Development of a production control program, allocation of livestock for slaughter, marketing policies for meats, control of surplus and avoidance of pyramiding of prices, are among the provisions embodied in this code of procedure for the meat industry.

EDITORIAL

Surplus Raw Material Makes Problems

The Secretary of Agriculture has designated the present emergency hog program as "crude but necessary." For an industry to be profitable production must be geared to consumption. In industry, the Secretary says, part of the plant is closed down when demand recedes. So it must be with agriculture.

It has long been recognized that the farmer raised livestock to consume the feed crops produced on his acres. But when one branch of his livestock production was practically eliminated—that of horse production—he did not reduce his crop acreage accordingly but simply raised more meat animals to consume the feed.

In doing this he gave no thought to the limits of his market for livestock. He simply produced and expected the market to absorb, and pay him a price that would yield a fair living. When it could not do that he was inclined to believe it was because it would not. For years he has been looking for the cause of his trouble in the market places instead of searching for it in his own and his neighbor's production practices.

The meat industry has been operated in the belief that its service to the producer demanded that it furnish him a daily cash market for whatever he chose to ship or sell. Operating and merchandising practices in the industry have been built around that belief.

Some years ago when packers suddenly found there were 10,000,000 more hogs to dispose of than was customary at that period of the year they were disturbed as to the outlet, but they hoped that population increase would absorb this additional meat supply. They continued to take the hogs which came to market in a volume never before known.

But the population increase was not so marked as had been anticipated and packers found themselves marketing product at considerable expense to their business practices and with little return either to themselves or to the producers. It was a period of "profitless prosperity." In searching for a remedy packers discussed and criticized their operating and selling practices and found many flaws in both, and set about to improve them. More success was met with in improving operating practices than those of distribution. This was because the former were subject to company control while the latter were subject to influences almost entirely without their jurisdiction.

"Price cutting," "grave digging," "chiselling"

and similar terms came into not uncommon usage in the industry. All recognized their disastrous influences. Resolutions were made to avoid them and earnest efforts were put forth to do so but invariably there loomed up two factors impossible to overcome. One was excessive competition and the other perishability of product.

Owing to very well known causes the export market for meats and fats has become limited and there appears little early prospect for reducing these limitations. That means that the meat industry of the United States must be brought on to practically a domestic basis. But even in the domestic market difficulties are common. By means of the printed word, by radio and by other methods foods of every description are in sharp competition with meat for the consumer's dollar. These outlet conditions, coupled with surplus production, have created a difficult situation in the livestock and meat industries.

Should the Secretary's reduction program succeed, and it will if it has the full cooperation of the producer, many of the problems which have arisen in the meat packing industry will be on the way to solution.

Marketing of product under a controlled production program will place a premium on quality, service and salesmanship. Returns to individual companies will be on the basis of their ability to serve not on the facility with which their salesmen shade their price lists.

Many of the major ailments of the meat industry during the past ten years can be traced to the maladjustment of supply to demand. If the raw material available to the industry can be adjusted to the demand it would seem that the profitless prosperity of the post-war years might be turned into actual prosperity for both the hog raiser and the meat packer, in spite of the early hurdles that must be taken to make the program effective.

It Doesn't Pay to Let Up

Spasmodic efforts will bring results in accident prevention work, but it seems to be human nature to forget. Those firms that today are securing the best results in preventing accidents are those which have made it a direct executive responsibility, and who consider it from the cold dollar-and-cents angle as well as from the humanitarian standpoint.

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Practical Points for the Trade

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Italian Meat Loaf

An Eastern sausage manufacturer wants to make a fancy meat loaf containing several different products. He says:

Editor The National Provisioner:

We want to make a fancy meat loaf that contains not only meat but spaghetti and some green vegetable, and is spiced so that it has a fine flavor. Can you tell me what this loaf is and how it is made?

Possibly this inquirer has in mind Italian or raviola loaf. This is a very attractive product and may be sold as such or under a brand name. The following formula may be used:

- 50 lbs. of beef or veal
- 40 lbs. regular pork trimmings
- 10 lbs. fresh pork liver
- 10 loaves of stale bread with crusts removed
- 18 to 20 lbs. half cooked spaghetti
- 3 to 4 lbs. high grade soy bean flour or dry milk.

Use the beef or veal cured and the pork fresh. Chop the beef and bread with 3 lbs. onions and 1 oz. garlic.

The following seasoning is used:

- 1½ lbs. salt
- 8 oz. sugar
- 7 oz. white pepper
- 3 oz. ground coriander
- 3 oz. ground celery
- 3 oz. nutmeg
- 6 oz. best grade paprika
- 1½ lbs. grated Roman cheese.

After chopping the beef with the bread and onions add the pork trimmings and the liver. Chop as smooth as possible. Have the dough quite stiff when finished, so that it will make a nice solid loaf.

Another Loaf Formula.

Another method of making this loaf is to add a half bushel of half-cooked green spinach, well washed and chilled. Drain and press all the surplus moisture out of the spinach to prevent it from making the loaf too soft. The spinach should be cooked 6 or 7 minutes in boiling water with a teaspoonful of baking soda and a handful of salt to give it a bright green color.

When the spinach is used in this way it should be chopped with the beef and pork. Use of the spinach in raviola loaf is optional, although it adds much to the loaf.

Half a gallon of tomato puree also may be added to this meat or meat and spinach mixture, which adds further to the flavor. If tomato puree is used it should be iced cold and added to the beef while it is being chopped.

When the meat and seasoning and (if used) the spinach and tomato puree

are put in the mixer, add the spaghetti, 1 to 2 cans of chopped pimientos (No. 3 size). If spinach is not added about 5 lbs. of cooked split green peas may be used. Some manufacturers add 7 to 9 lbs. of cube fat to this mixture also.

Line the molds with wet parchment paper, fill near to the top and fold the paper over. Keep out water, press the cover on and cook 3 to 3½ hours, according to size, at 160 to 165 degs. F. Chill and place in the cooler until the following morning. Then remove from the mold, take off the paper and if desired dip in meat loaf glaze. As soon as this is hardened the loaves are ready for sale.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

Curing S.P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 10-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Freezer Ham Trouble

If ammonia escapes in the freezer, will it affect the flavor of the meat, especially if the product becomes somewhat defrosted during the repairing of the leak?

A packer recently experienced this sort of an accident and wants to know the effect on the meat in the freezer. He says:

Editor The National Provisioner:

We were unfortunate to have a leak of ammonia in our sharp freezer, and owing to the fact that it occurred at night, the atmosphere was very strong in the morning. We succeeded in finding out the trouble at one of the joints in the piping, which was within 3 inches of our frozen hams. During the period of pumping the ammonia out of the system and getting the joint repaired the product became somewhat defrosted.

We really appreciate it very much if you would let us know if this will injure the product to any great extent. We are under the impression that it will likely discolor the hams at the point where the leak took place.

Where an ammonia leak causes strong fumes and results in the product being partially defrosted before the leak is repaired, the product should be handled as originally intended, inasmuch as it is assumed the temperature would be restored to normal in a short space of time and the product would be in a frozen state again without much loss of time.

Fresh meat is, of course, very sensitive, and readily absorbs odors. However, the ammonia fumes would soon escape, and it is hardly reasonable to assume the inquirer would have any trouble along the line of tainted meat.

It is true the color of the meat may not be as bright as if this accident had not occurred. However, it will help the product from a color standpoint if it is defrosted in the manner described in the following paragraphs:

Take the hams direct from the freezer to the curing cellar, place in vats and cover with 60 degs. plain pickle, keeping the product submerged in the pickle as in curing hams and if possible keep the pickle agitated.

This method will give the product a gradual thaw, and the frozen ham thawed in this manner will show a good color. The hams are sufficiently thawed and ready for curing when they reach about 35 degs. inside temperature.

It would not be advisable, however, to cure these hams for boiling purposes, as the double freezing would destroy the binding qualities of the ham to a great extent. It would be better to process them through the smokehouse or other channels.

Cracklings in Sausage

A packer who makes kettle-rendered lard asks if he can use the cracklings in sausage. He says:

Editor The National Provisioner:

We render kettle lard and wonder if it is possible to use some of these edible cracklings in sausage. If so will you tell us how the cracklings should be handled and whether or not they can be used in any kind of sausage.

Edible pork cracklings may be used in sausage manufacture, provided they are free of bone and the fat has been trimmed free of skin before it is rendered. If the skin is left on the fat the cracklings are likely to be a gluey mass with an offal taste, dark in color. On the other hand, the skin-free fat has a very white color when processed. The material rendered for lard also must be free of lean if the cracklings are to have a good color.

Unless the cracklings are prepared for sausage use as soon as they come from the press they should be spread out to cool, so as to prevent them from becoming rancid and to preserve their sweet meat-like flavor.

Method of Preparation and Use.

When preparing for use in sausage, use 80 lbs. of the broken up cracklings to 37 gals. of water. Allow the water to boil and throw the cracklings in all at once. Cook for about 2½ hours, stirring occasionally. Then dump in the mixer and agitate for about 40 minutes to get the steam out of them.

From here they are dumped into a box truck and about 200 lbs. of ice in chunks is distributed around in the cracklings, which are pressed down much the same as is done in handling bull meat. They are then put in the cooler for further use.

This method of handling prevents the cracklings from fermenting and the product will keep for two weeks or more in a clean cool place. The rapidly cooling process is essential, as the cracklings handled in this manner will sour in three or four hours and sometimes less, unless they are chilled quickly and held in a cool place.

The cracklings should not be used until the following day after they are processed. This is to insure their complete chilling. From 5 to 20 lbs. may be used to each 100 lbs. of meat in sausage formulas.

After standing over night in a cool place this crackling dough has something of the appearance of cheese. It is ground up the same as the meat before putting in the chopper. It is added when the beef is about half chopped. There will be no tough particles in the cracklings, as these are all broken down in the cooking process.

It is customary to add only about 5 lbs. per hundredweight of the crackling dough to high-priced sausage, while to the less expensive as much as 20 lbs. may be added. If used in large quantities more seasoning should be added, as the cracklings absorb a great deal of water and some of the seasoning naturally will be lost.

Labor Code Interpretations

(EDITOR'S NOTE.—Following are replies to some of the many inquiries received concerning the packers' labor code and its interpretation. It should be understood that the opinions given are those of THE NATIONAL PROVISIONER.)

DELIVERY BOYS

The meat industry—both wholesale and retail—and other employers of Negro labor in the South are finding many questions arising in attempting to adapt provisions of their codes and agreements to particular conditions. A Southern retailer writes regarding this:

Editor The National Provisioner:

It has been the custom of the independent meat dealers in our city to deliver meat packages by bicycle, hiring for this purpose colored boys paying an average of \$6.00 weekly for a 65-hour week.

Do you interpret the code to mean this type of labor is now to receive \$12.00 weekly for a 48-hour week?

In the first place it is assumed that these colored boys are over 16 years of age. If under 16 they will not be eligible to employment if the code for the retail meat industry is accepted as presented.

This code divides the country into zones, and subdivisions under these zones, in which it is expected that hours and wages will be adjusted in some fair relationship to practices in that community. Conditions such as the one this inquirer cites will be presented at the time the code comes up for hearing and it is hoped that a more satisfactory arrangement than that indicated may be permitted.

When the date for the hearing of the retail meat dealers code is set publicity will be given to it, and it is suggested that individuals or groups laboring under special conditions may wish to

present them at that time, in addition to the presentation that will be made by the National Association of Retail Meat Dealers on that date.

WHAT IS AN ASSISTANT?

Some companies are somewhat puzzled as to what the term "immediate assistant" means in the meat industry hour and wage agreement. One packer writes:

Editor The National Provisioner:

We are pretty clear on most provisions of the code, but would like an interpretation as to whether or not, under the provisions of Paragraph 4 (a), the immediate female assistant to an executive (that is, secretary) or manager be exempt as to the hours of employment.

Perhaps a good yardstick to use in measuring the class into which such employees fall is to figure whether any other employee in the office could fill the person's position were they to be absent. Certainly a person who is a stenographer only, or a stenographer and file clerk or general office clerk, would not be exempt from the 40-hour provision, even though serving an executive or manager. On the other hand, if the person acts as an executive assistant even though he or she does stenographic and other work of a clerical nature, the exemption would apply.

SAUSAGE EXECUTIVES' HELPER.

A sausage manufacturer in a small city asks what wages and hours would apply to one of his assistants. He says:

Editor The National Provisioner:

Will you please give me assistance in interpreting the code in relation to a bookkeeper and secretary who is also the immediate assistant of the proprietor. I would like to know both as to maximum hours and minimum wage, in a town of 25,000 population.

Under section 4 (a) of the meat industry temporary agreement as to hours and wages, employees in executive, managerial, supervisory or technical capacities and their immediate assistants are exempt. The person to whom this inquirer refers would come under the classification of "immediate assistant" and as such would be exempt from the maximum hours and minimum wage provided. There are no restrictions as to such employees.

THE MILLENNIUM.

When earth's last bullock is slaughtered
And the hides are salted and dried.
When the oldest butcher has faltered
And the youngest inspector has died,
We shall rest and we shall need it,
Retire for a cycle or two
Till the Master of all Good Butchers
Shall start us to working anew.

Then shall good workmen be happy
In concord with all that is fair,
Be active and willing and snappy
And each glad to turn out his share.
We'll have good cattle to work on
From well-equipped feedlot or stall,
And each will do his full duty
And never be weary at all.

And none but the Big Boss shall praise us
And only the Big Boss shall blame,
No clash over hours and wages
And each one shall have equal fame.
And each for the joy of the working
And each as an Abattoir Star
Shall do his best as he sees it
For the "God of things as they are."

—JOHN ARNOLD BUTLER.

Denver, Colo.

Modern Catch Basins

Catch basins will earn their way and pay a profit—when they are operated properly. When neglected they may become a nuisance and a source of considerable loss.

For best results catch basins must be skimmed frequently and kept in a clean, sanitary condition.

Taking care of the old-style catch basin is a dirty, disagreeable job. Neglect of the catch basin results in greases high in free fatty acids going into the rendering tank. This affects color and quality of an entire rendering.

The way to do a disagreeable job efficiently is to eliminate the disagreeable features.

New-style catch basins can be skimmed easily and quickly without the workman so much as soiling his hands. All grease is recovered and cleaning is a simple task.

For complete description of a modern catch basin with construction drawings, fill out and mail the attached coupon and 5c in stamps.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Modern Catch Basins."

Name

Street

City

Enclosed find 5c in stamps.

Jacob E. Decker & Sons

The spectacular performance of this remodeled plant is due in no small part to the

Ljungstrom Air Preheater

UNIT power costs in the old plant of Jacob E. Decker & Sons were low—only about half those in the average packing house—yet the recent remodeling here reduced these already low costs to only a half to a third of former figures.

The Decker company merely did what every other packer must do if he wants to make money under today's strenuous conditions.

In the Decker plant the Ljungstrom Air Preheater by recovering the greater portion of the heat in the gases passing to the stack minimizes this loss, which would otherwise be the greatest in the entire steam generating equipment. This reduces the cost of steam generation and through the preheating of the air improves combustion of the fuel. (See column at right.)

If you fail to take advantage of the astonishing savings which this device effects in your operating costs for power and process steam, you overlook your best opportunity.

The Ljungstrom Preheater is so simple, small and efficient that its low installation and operating costs are completely repaid in from one to two years, and thereafter, *with all fixed charges wiped out*, the continued high net cash return invariably makes a pleasant showing on each year's balance sheet.

This Ljungstrom booklet tells what you should know about perfect boiler performance. Mail coupon for a free copy.



Air Preheater Corporation
40 E. 34th St., New York

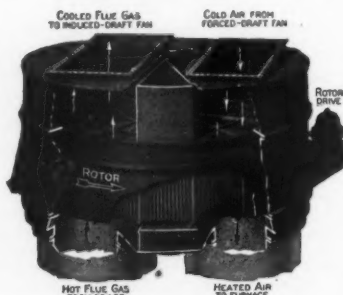
Please send the Ljungstrom Air Preheater Booklet.

Name.....
and official
position.....

Company.....

Address.....

Natl. Provisioner



The Ljungstrom Air Preheater for use with independent forced-draft and induced-draft fans. Made also with integral fans.

On request, and without charge, our Engineers will investigate your plant, cooperate in new design or remodeling, explain possible improvement and submit trustworthy verified performance figures, which we cover with binding guarantee.

Nearly a million boiler hp. of Ljungstrom Preheaters are in service in the U. S. A.

THE AIR PREHEATER CORPORATION

40 E. 34th St., New York

Works: Wellsville, New York; Agents in

Boston	Charlotte	Minneapolis	Indianapolis	Houston	Portland
Buffalo	Detroit	New Orleans	San Francisco	Ft. Worth	Los Angeles
Chicago	Philadelphia	Pittsburgh	Tacoma	Denver	Seattle
St. Louis	Cleveland	Cincinnati	Kansas City	Salt Lake City	Washington

Ljungström

AIR PREHEATER

REG. U.S. PAT. OFF.

CONTINUOUS REGENERATIVE COUNTERFLOW

What you gain by preheating the combustion air from recovered stack heat!

Recovery and profitable utilization of 70 per cent of the heat otherwise wasted out of the stack. Heat returned to the boiler furnace from the stack is more valuable than that from raw fuel, as no fuel and ash handling are involved.

A saving of 200 to 300 lb. on every ton of fuel burned, without decrease in steam production—or 10 to 15 per cent more steam without burning more fuel or adding more boilers. In the latter instance the Ljungstrom Preheater capacity costs only about half as much as additional boiler surface that would do the same work and costs almost nothing to operate.

Faster steaming rate (greater boiler capacity) with greatest improvement during the heavy-load periods, when most needed.

Thorough combustion. Less potential heat lost in the ash and in the stack.

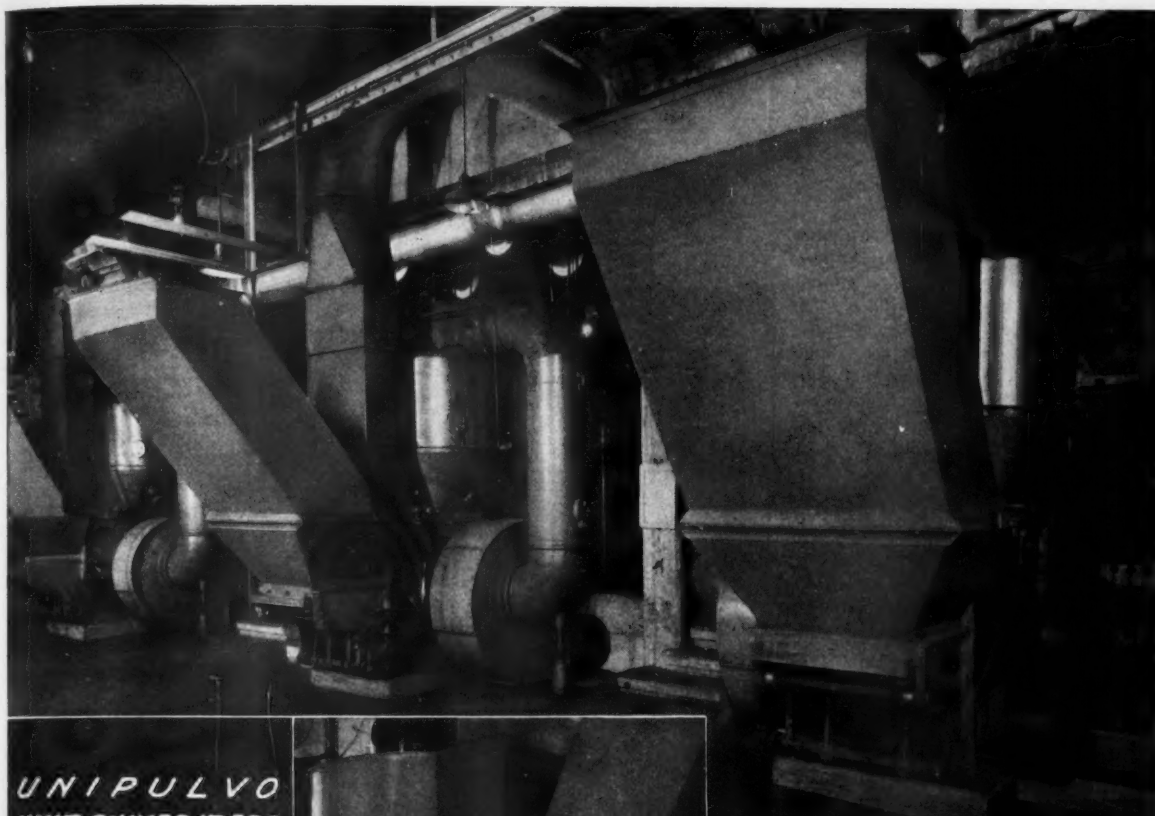
Faster combustion rate, with correspondingly greater capacity from existing furnace and fuel-burning equipment.

Combustion completed in the furnace and with less smoke. Less fly ash and tarry matter deposit on the heating surface to check transfer and increase cleaning expense.

Greater, quicker heat extraction from low-grade fuels. Ample steaming rate from cheaper fuel or enormous capacity increase without enlargement of heating surface or stoker equipment.

Smoother boiler operation and better heat utilization under every service condition.

Great economic benefit with high boiler pressures, where the heat losses with cold combustion air are out of all reason.



**UNIPULVO
UNIT PULVERIZERS**
*installed in plant of
JACOB E. DECKER & SONS
Mason City, Iowa*

**REMOVE
ANTIQUATED
EQUIPMENT**

**STOP THE LEAKS
IN FUEL & POWER
COSTS BY MAKING
STEAM A BY-PRODUCT**

*of power. Jacob E. Decker & Sons have blazed a trail
which may well be followed by a myriad of packers who
must now reduce processing costs. Nowhere in your plant
is there a better opportunity to cut costs quickly than in
your boiler room ~ burn cheap fuel, with UNIPULVO pulverizers!
THE STRONG-SCOTT MFG. CO. ~ Minneapolis, Minnesota*

STORY OF DECKER SAVINGS.

(Continued from page 23.)

that bunkers and coal and ash-handling equipment are utilized for both the old and new boilers. An addition was built to house the new boilers, the turbines being placed on a mezzanine floor in the former water softener room.

On this mezzanine floor are also placed the switchboard and the steam accumulator A. V. A. control valves. There is room here for an additional turbine which probably will be installed as soon as the power requirements of the new beef house, now under construction, are known accurately. The arrangement of the equipment is shown in the floor plan sketch. (Fig. 1.)

Description of Equipment.

A description of the new equipment follows: Boilers are designed for 450 lbs. pressure. Each has 4,840 sq. ft. of heating surface, 1,025 sq. ft. of water walls, rear and two sides, and a furnace volume of 4,500 cu. ft. Capacity of each unit is 60,000 lbs. of steam per hour. Superheaters designed to give a temperature of 650 degs. Fahr. at superheater outlet are installed. A steam purifier is placed between the steam outlet and the superheater to prevent water passing into the superheater.

Either powdered coal or gas may be burned. Firing equipment consists of three Strong-Scott Mfg. Co. Unipulvo pulverizers, each with a capacity of 5,000 lbs. of coal per hour. Two of these are driven by 60 h.p. 440-volt Westinghouse induction motors. The middle pulverizer is equipped with both

What Savings?

Savings at the rate of about \$72,000 a year in the cost of steam and power are being made by Jacob E. Decker & Sons through its new by-product power plant.

But this does not tell the whole story.

There are other savings difficult to value in dollars and cents, but nevertheless they exert considerable influence in keeping down processing costs throughout the plant.

Among these are:

- 1—Flexibility of operation;
- 2—Less liability of steam and power service interruptions;
- 3—Greater ability to handle peak steam and power loads;
- 4—Constant and unvarying temperature of processing steam for the various departments.

The latter is particularly important from the standpoint of quality product, quantity production and unit cost of production.

an induction motor and an Elliott low pressure turbine. This pulverizer, as shown in Fig. 1, can supply fuel to either or both of the boilers.

Boilers are connected to a new concrete stack 167 ft. high. Air for combustion is heated to 350 degs. or more in Ljungstrom 4,000 sq. ft. pre-heaters. A substantial portion of the air for combustion passes through the pulverizer with the powdered coal.

Feed Pumps in Duplicate.

Induced draft is furnished by two Buffalo Forge Co. fans of 40,000 cu. ft. per minute each, driven by 150 lbs. pressure Elliott turbines. The breeching is so arranged that it is possible to by-pass gasses past the air heater and to start or operate the boilers up

to 35,000 lbs. of steam per hour on natural draft.

Boiler feed pumps are in duplicate, and were furnished by the DeLaval Steam Pump Co. Each has a capacity of 200 gallons per minute at 1,175 foot head. One is driven by a 100 h.p., 440-volt Westinghouse induction motor, and the other by a 100 h.p. Elliott 150-lb. pressure turbine.

Among the boiler room accessories are Hagan combustion controls, Copes feed water regulators, Edward non-return valves, Diamond soot blowers, and Cochrane continuous blowdown and blowoff valves.

There is a Hays meter panel board to each boiler, equipped with Cochrane flow meter, Hays 4-point draft gauge, Crosby pressure gauge, Hays temperature recorders, Ranerax CO₂ indicators and recorders, and Ruths accumulator gauge.

Steam Stored for Peak Demands.

Mention has been made previously of storage of excess 150 lb. steam. This is accomplished in a Ruths accumulator. This is of the vertical type, 11 ft. in diameter and 45 ft. high, with a volume of 4,100 cu. ft. or a steam capacity of 11,500 lbs. at 60 lbs. pressure. Without this accumulator, the installed boiler capacity would have to be materially greater, due to the peaks in process steam demand. This accumulator regulates the pressure within close limits.

Boiler feed water is treated in a Cochrane type I.J.S. hot process softener, complete with vent condenser, chemical tanks, proportioner, filter, pump, and accessories. The make-up water is about 70 per cent. There is also auxiliary Hagan phosphate equipment complete with accessories.

The piping system was also laid out so that connecting up a future turbine can easily be accomplished without any change in the piping layout.

Dual Drives Give Flexibility.

The operating engineer will be particularly interested in the manner in which flexibility of operation has been secured through dual drives or duplicate auxiliaries. The 60 h.p. dual drive on one of the pulverizers, the 100 h.p. duplicate boiler feed, the 450 h.p. ammonia compressor motor, and a 40 h.p. air compressor motor gives a total of 650 h.p., or 485 K.W., which can be changed from steam to electric power in practically any desired combination to give the proper balance between the steam and power loads.

Coal is received by rail, dumped into a pit, and carried by an apron conveyor to a Peck bucket conveyor, which ele-

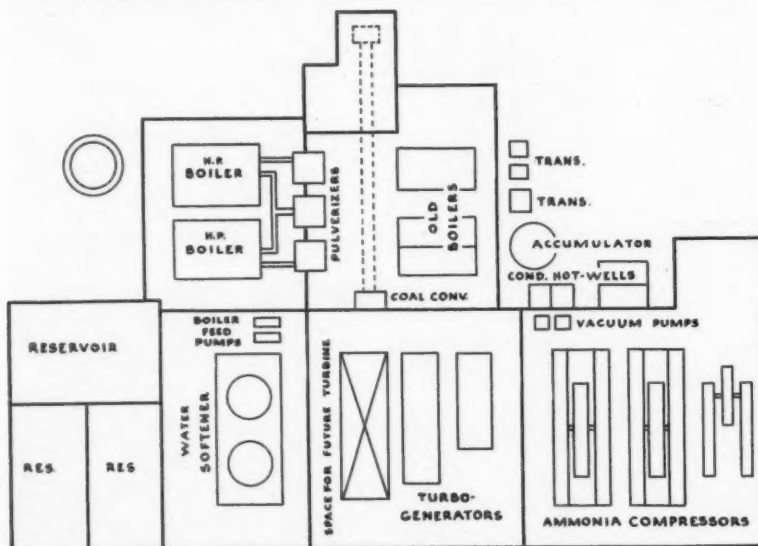


Fig. 1—POWER DEPARTMENT LAYOUT OF THE DECKER PLANT.

Turbines are installed on a mezzanine floor between the boiler room and the compressor room, in space formerly occupied by water softening equipment. Two of the compressors are engine-driven and one is motor driven.

An addition was built to house the new high-pressure boilers, which are installed across the firing aisle from the three 400 h.p., 150-lb. (low-pressure) boilers. The coal and ash handling equipment, already in the plant, serves both the low and high pressure units.



BOILER METER PANEL BOARD.

This is installed in the boiler room. It is equipped with Cochrane flow meters, temperature recorders and pressure recorders, Hays temperature recorders, Ranerax CO₂ indicators and recorders and Ruth steam accumulator gauge. The latter is in the center at the top.

vates it into the bunkers. The operation of the plant was started with powdered coal, but is now functioning with natural gas.

In the turbine room is an Elliott 1,250 K.V.A. at 80 per cent power factor, 480 volt, 3 phase, 60 cycle, 3,600 R.P.M. turbo-generator, with direct-connected exciter. This takes steam at 425 lbs. gauge pressure, 625 degs. Fahr. total temperature, and bleeds at 150 lbs. gauge pressure. It exhausts against a back pressure of 60 lbs. gauge. The generator is equipped with a 306 sq. ft. Griscom-Russell air cooler and motor-driven synchronizer.

Processing Steam Pressure Lowered.

Steam at 150 lbs. pressure up to 25,000 lbs. per hour is extracted from this turbine and delivered into a main header that supplies steam to the two steam-driven ammonia compressors (one of 125 tons capacity and one of 250 tons capacity), air compressors, small turbines on pulverizer, fans, etc. Any surplus of 150 lb. steam flows to the Ruths accumulator where it is stored against sudden steam demands.

The steam exhausted against 60 lbs. back pressure passes directly into the main process header. This supplies all of the process steam for the various departments. This steam contains some superheat which permitted a lowering of the process steam pressure from 80 lbs. formerly used to 60 lbs.

Any shortage or sudden demand for process steam is supplied from the accumulator. This storage supply of steam, always on hand, relieves the

the year, when killing is irregular, there is a small surplus of 150 lb. steam which can be used by this turbine to generate additional electric energy as required.

Every possible contingency against interruption of service seems to have been provided for in this plant. Were it necessary to shut down the larger turbine necessary service would not be crippled as it is possible to operate the smaller turbine from the high pressure line through a pressure-reducing valve. Even were both of the high pressure boilers out of service, steam for operation of the smaller turbine and for processing could be generated in the three 400 h.p., 150 lb. boilers which are in good condition.

A sketch showing the steam flow in this plant is shown in Fig. 2. Steam is generated at 450 lbs. pressure, 650 degs. Fahr. to operate the larger turbine. It also charges the accumulator through the A.V.A. valve 1. Steam is bled from the turbine at 150 lbs. This is used to operate boiler room auxiliaries and two of the three ammonia compressors.

The exhaust from these units, at 3 lbs., is used to heat water and buildings. As was explained previously, consumption of 150 lb. steam can be controlled by shifting from steam to electrical energy to drive auxiliaries, and to carry the cooling load. The smaller turbine may also be used for load balancing purposes, its primary function, but seldom is required.

Controlling Steam Pressures.

The larger turbine exhausts at 60 lbs. steam is also maintained at a constant pressure into the processing header. This pressure is maintained constant, regardless of electrical load, with the help of the accumulator. The 3 lb.

(Continued on page 59.)

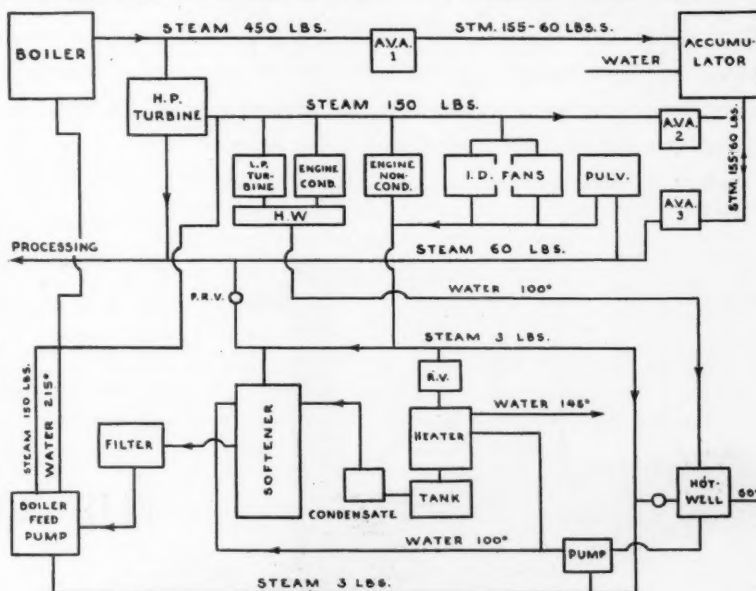


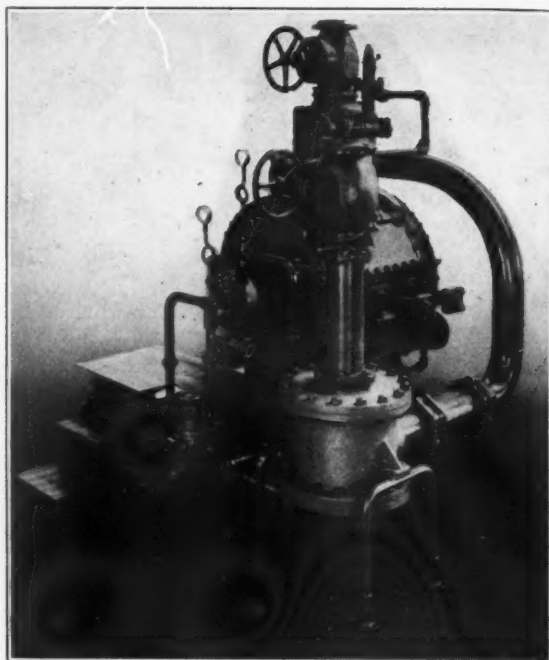
FIG. 2—SHOWS HOW THE STEAM IS UTILIZED.

Here is shown a steam flow diagram for Decker's new power plant. Full utilization is made of all the heat, waste and loss being reduced to a minimum.

Vilter

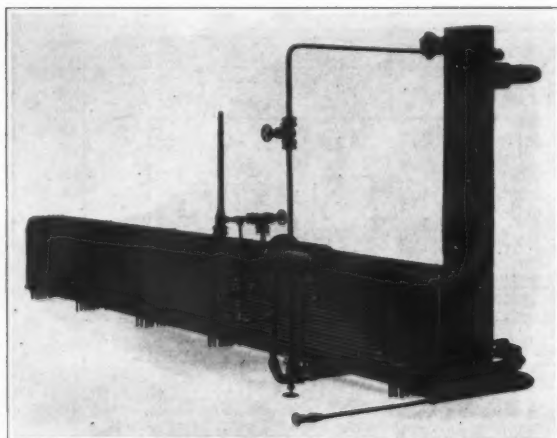
REFRIGERATION

IS INSTALLED AT
Jacob E. Decker & Sons
 Plant at
 Mason City, Iowa



Two outstanding Vilter Developments are installed at the plant of Jacob E. Decker & Sons in Mason City, Iowa. One of these developments is a Vilter Rotary Compressor similar to the one shown in the illustration above. The other is a set of Vilter superflooded coils of the construction shown below.

The Rotary Compressor is used as a "Booster" by taking the suction gas from the freezers and lifting or "boosting" it from around 2 pounds gauge pressure to 25 to 30 pounds pressure, after which the gas is picked up by Vilter reciprocating compressors and compressed to the condensing pressure. This method of operation results in a high degree of economy in obtaining low temperatures, which is charac-



teristic of this Vilter Rotary Compressor. Vilter Bulletin No. 45 describes these compressors.

The Vilter superflooded coils shown below are extremely efficient in cooling brine. A Vilter float valve and accumulator insure a full flooded operation under all load conditions, and the coils are designed so that the gas as it forms is promptly removed with the result that the coil surface always delivers a maximum amount of work. This feature permits of comparatively small amounts of piping being used to perform the cooling work desired, with consequent savings in the cost.

With the present trend toward stability of prices for stock it is obvious that a high degree of economy in plant operation is of the utmost importance. Vilter Refrigeration effects one of these plant economies, because there is no compromise necessary when Vilter Refrigeration is used, as there is a size and type of equipment in the Vilter line to take care of every refrigerating problem. Ask us.

THE VILTER MFG. CO.

2118 S. FIRST ST.

MILWAUKEE

WISCONSIN

BUILDERS OF ICE MACHINERY FOR 31 YEARS

JACOB E. DECKER & SONS

PACKING PLANT MASON CITY, IOWA

Effect Enormous Savings in the

OPERATION OF THEIR NEW MODERN SELF LIQUIDATING POWER PLANT CONSISTING OF COMPLETE SPRINGFIELD UNITS—BOILERS, WATER WALLS AND AUXILIARY EQUIPMENT

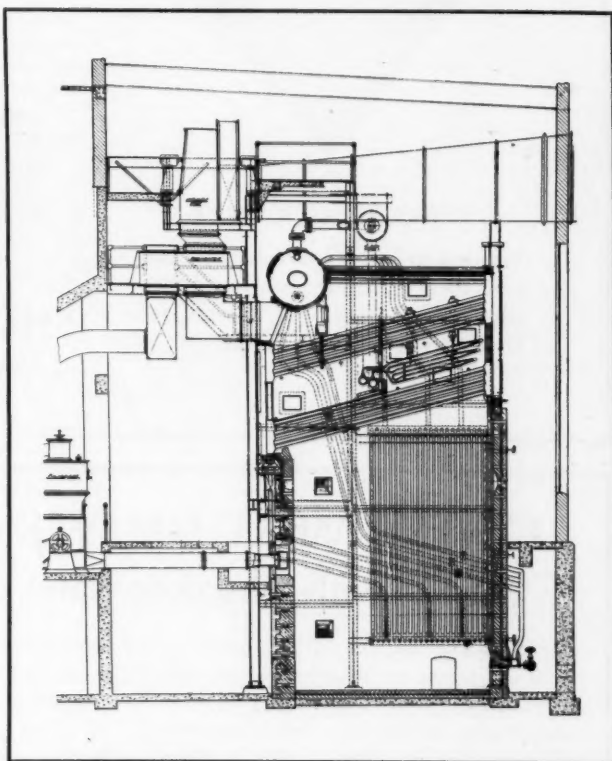


YOU, TOO, CAN PAY FOR A NEW POWER PLANT WITH THE SAVINGS BY INSTALLING COMPLETE SPRINGFIELD UNITS.

We furnish complete Steam Generating Unit installations including Auxiliaries and accept entire responsibility for same. We cooperate with the Purchaser in the selection of such Auxiliary equipment as he may desire included in our contract.

Let us tell you what SPRINGFIELD UNITS can do for your plant. Complete information without obligation.

OUR EXPERIENCED STAFF OF ENGINEERS WILL BE GLAD TO ASSIST IN THE MODERNIZING OF YOUR POWER PLANT.



Sectional View of one of the two 60,000 lb. complete Springfield units operating at 455 lb. pressure installed in this model plant.

SPRINGFIELD UNITS ARE BUILT IN ALL SIZES AND FOR ALL PRESSURES

WRITE FOR CATALOG

REPEAT ORDERS CONSTITUTE THE LARGEST PART OF OUR BUSINESS

SPRINGFIELD BOILER CO.

SPRINGFIELD, ILLINOIS

OFFICES:

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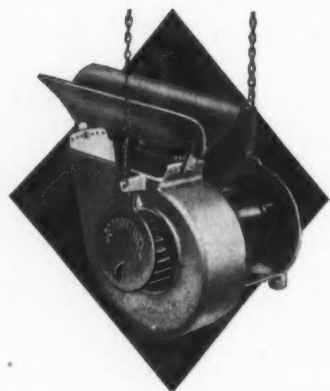


OFFICES:

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Reduce Shrinkage and Spoilage

with the new



DeFROSTaire

Excessive shrinkage and spoilage is prevented — if you equip each of your coolers with a DeFROSTaire. The fresh circulating air keeps products in prime condition — prevents transfer of odors — keeps the cooler dry and sweet-smelling — makes the coolers more efficient, whether coil or brine spray system, and therefore saves materially on electricity and water bills.

DeFROSTaire requires no change in your present cooling system. It is easy to install and economical to operate.

DISTRIBUTORS WANTED

Wanted at once, energetic, responsible men with refrigeration knowledge to become distributors for DeFROSTaire. Write for full details.

Write today for details of free-trial offer

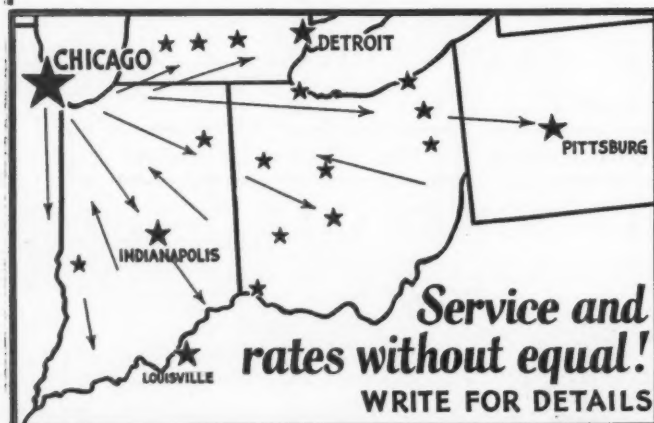
THE BROWN CORP.

112 CHESTER ST.

SYRACUSE, N. Y.

LOWEST MEAT DELIVERY COSTS with absolute safety!

This unexcelled, specialized motor truck service provides extreme economy per ton mile in meat transportation. Trucks operate under full refrigeration, employing straight truck movements of general merchandise on return trips. This guarantees exceptional economy, efficiency and service. *Write for complete details!*



REGULAR SERVICE — PROMPT DELIVERY

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Cleveland
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Saturday, Wednesday, Thursday, Pick Up.
Monday, Thursday, Friday, Delivery.

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Refrigeration and Frozen Foods

MEAT SPOILAGE IN COOLERS.

Factors contributing to the spoilage of meats stored in coolers are dealt with by Dr. R. B. Haines and Dr. E. C. Smith in the annual report of the British Food Investigation Board, intensive researches in that direction having been completed recently. The agencies which may be used to control the growth of micro-organisms on meats, the report states, are reduction in temperature, reduction in initial contamination, chemical inhibitors and drying of the surface. The importance of working under as clean conditions as possible is illustrated best by a study of the storage of small cuts having relatively large areas of exposed lean.

If a carcass is stored uncut, it is covered by a layer of fat and connective tissue upon which little or no bacterial growth occurs during normal storage, and may be stored for periods of eight weeks or more at zero degs. C. Experiments with lean beef, on the other hand, have shown that under the best conditions it cannot be kept for more than about three weeks at that temperature. This is due to the fact that the moist, lean surface provides an excellent nutritive medium for the growth of bacteria, which eventually produces a visible slime of characteristic odor. Adequate control of temperature is very necessary, since the growth of the slime producing organisms is greatly accelerated by a comparatively small rise in temperature.

Cases of spoilage due to too great a range of temperature in the cooler, or too long hanging of exposed surfaces at room temperatures prior to placing in the cooler, have been studied. Bacteriological analysis has revealed slime to be a thick growth of organisms of the *Achromobacter* group. Characteristics and rate of growth of these bacteria have been studied in some detail. Slime becomes apparent to the eye when the bacterial count rises to 10 7-5 organisms per sq. cm. of surface approximately. While lowering the humidity tends to improve the appearance of the meat, since the bacterial growth is somewhat more localized, within the limits practicable it does not lengthen the storage life by more than two or three days at 0 deg. C.

In the case of lean meat, drying of the surface is of practically little value in hindering the growth of micro-organisms, for there is no restriction of the diffusion of water from the underlying tissues and, in consequence, drying cannot be effectively carried out. When the meat is covered with a layer of connective tissue, particularly if this is fatty, drying of the surface is very effective in hindering the growth of moulds and bacteria.

Measurements of the relative humidity

of the air in cold stores are frequently quoted as an indication of its dryness, but such measurements give no real indication of the drying power, for this involves a second factor, the rate of movement of the air over the surface concerned. The most satisfactory method of determining the drying power is to measure directly the loss in weight of a moist body suspended in the chamber, the drying power being expressed in terms of the loss of weight per unit area in unit time.

At temperatures above 0 deg. C. a rectangular block of 20 per cent gelatin affords the most suitable material for the purpose. It can be kept sterile by soaking in a solution of thymol, water lost by evaporation being reabsorbed during soaking. Below 0 deg. C., a block of ice must be used. The exposed moist surface must be small in relation to space, so that the water evaporating from it will not seriously affect the drying power of the air.

In the summer, a drier atmosphere is maintained in a small cooler than in the winter, with a corresponding improvement in the condition of the meat. This is due to the compressor being forced to work for a longer time. To keep down the temperature, the coils are kept at a lower temperature for more hours during the day, and in consequence water is being extracted from the air of the refrigerator for a greater fraction of time. The drying power increases disproportionately with increasing outside temperature, since the movement of air is probably only really appreciable during the actual running of the machine.

For any particular commodity, there is an optimum amount of drying for perfect storage, and the small cooler should provide this amount under normal working conditions. With extreme variation in external conditions, the optimum may be seriously departed from, but there are means for improving the conditions in the refrigerator at such times. In winter, a source of heat can be installed in the refrigerator, such as electric light bulbs, to cause the machine to cut in occasionally. By varying the quantity of heat introduced, the air in a refrigerator can be conditioned to any desired drying power, however low the outside temperature may be.

In times of extreme heat, the drying power of the air in a refrigerator can be diminished by the introduction of ice. In one series of experiments, the drying power of the air was reduced to about one-half of the previous value by placing 90 lbs. of ice on the floor of the cooler.

HEADS FROSTED FOOD SALES.

Appointment of F. S. Hubbell as general sales promotion manager of Frosted Food Sales Corp., a division of General Foods, has been announced. He succeeds R. D. Holdbrook, who resigned August 1 to become associated with a New York advertising agency. Mr. Hubbell formerly was connected with the advertising agency business, and prior to that was publicity director of the National Association of Credit Men.

MAKE RIGHT; SELL RIGHT.

(Continued from page 25.)

over that usually experienced when operations are less carefully watched.

The smokehouse, one of the largest of its kind in the country, was designed by R. E. Jordan & Co., Inc., and the complete building changes were under the supervision of Hobson Jones, construction engineer of that company.

Only open kettle-rendered lard is produced. This is packaged in 50-lb. tins and 1-lb. cartons.

This company was one of the first in Baltimore to use refrigerated trucks. At the present time 28 such trucks are in use. Refrigeration is by means of ice and salt in Icefin units.

Trucks are loaded during the night and are ready to go out on their routes the first thing in the morning. Making up orders and loading trucks at night reduces standing time and enables an extra trip to be made.

CANADIAN STORAGE STOCKS.

Stocks of meats on hand in cold storage warehouses in Canada on Aug. 1, 1933, with comparisons, as reported by the Dominion Live Stock Branch:

	Aug. 1, 1933. Lbs.	Aug. 1, 1932. Lbs.	5 yr. av. Aug. 1, Lbs.
Beef	7,725,498	7,287,708	8,170,253
Veal	1,376,449	1,215,242	1,674,999
Pork	32,535,224	34,532,753	30,628,576
Mutton and lamb..	829,762	1,277,406	950,733

REFRIGERATION NOTES

L. H. Tripp, director of construction, Washington, D. C., has opened bids for the construction of a complete refrigeration system in the storehouse building, Veterans' Administration Facility, Dayton, Ohio.

Construction of a \$225,000 citrus pre-cooling plant is planned by the Refrigerated Steamship Lines, Inc., at the municipal docks, Jacksonville, Fla.

The Andrews Cold Storage plant, 312 W. Steubenville ave., Cambridge, Ohio, is now in operation.

Improvements, including a new cold storage room, is under way in the plant of the Southern Service Ice Co., New Smyrna, Fla.

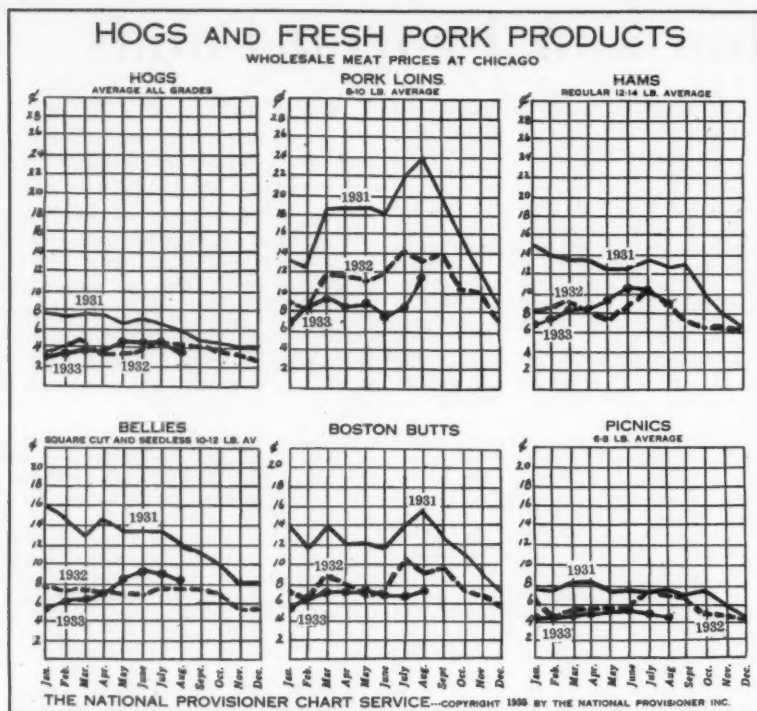
The new cold storage and meat curing plant being erected in Fitzgerald, Ga., by W. G. Broadhurst, is nearing completion.

Plans are under way by the Clyde-Mallory Lines for the construction of a pre-cooling plant at Jacksonville, Fla.

National Ice Company, 3600 W. National Road, Indianapolis, Ind., has installed a new refrigerating machine in its cold storage rooms.

The Tyler Warehouse & Cold Storage Company has been incorporated in St. Louis, Mo., by I. F. Steinmeyer.

Construction has begun on the addition to the cold storage plant of the Columbia Ice Company, East Duval st., Lake City, Fla., which will nearly treble the capacity of the plant.



These charts in THE NATIONAL PROVISIONER MARKET SERVICE series show the trend of prices of fresh and cured pork products and live hogs during August and the first eight months of 1933 compared with those of previous years.

Limited buying power, stocks on hand the largest in ten years, continued heavy runs of hogs and limited export outlet all have influenced the price trend of meats and lard during August and recent months. Hog slaughter during the summer is reported to have been the heaviest of record for any similar summer period. Added to this is the uncertainty as to the government hog program with its accompanying processing tax. Consequently stocks have moved largely on a hand to mouth basis.

Fresh Pork Cuts.

Pork loins.—Loin prices, especially those for the lighter averages, showed a considerable upward trend during the month, due primarily to scarcity of these weights owing to the limited slaughter of quality light weight hogs. Higher prices on these averages reflected a strengthening influence on the heavier weights but in general the market on this product was slow and steady.

Hams.—Green ham prices showed some weakness during the month. There was a fair trade on the medium weights, with the extreme lights and heavies comparatively slow. The export outlet, primarily to Great Britain, was confined to the quota.

Bellies.—Green seedless bellies were easy and slightly lower during July with supply in excess of demand. Prices

for this product continue on a slightly higher level than those of a year ago.

Boston Butts.—Although usually influenced in considerable degree by the market on pork loins, the general weakness in the shoulder meat outlet was reflected in the price for Boston butts which showed little increase in spite of the considerable rise in loins during August. This market has shown very little strength at any time during the year and has remained at lower price levels than those prevailing in 1932.

Picnics.—Stocks of picnics are heavy

and the outlet was slow for both green and cured stocks. Prices have shown considerable weakness, due in part to the low prices prevailing on other fresh pork cuts.

Cured Meats and Lard.

S. P. Hams.—Market for pickled hams was easy in tone during the month just ended after experiencing a slow but steady rise in recent months. Domestic demand was very quiet even for boiling hams. This situation prevailed in spite of weather conditions which have been the most favorable for the boiled ham business in a long time.

Lard.—Lard has been quiet on a declining market. There was a fairly good speculative market during August but rather sharp price declines resulted in heavy liquidation by trade interests which had previously bought in anticipation of improved hog prices. Lard stocks are reported to be the heaviest of record.

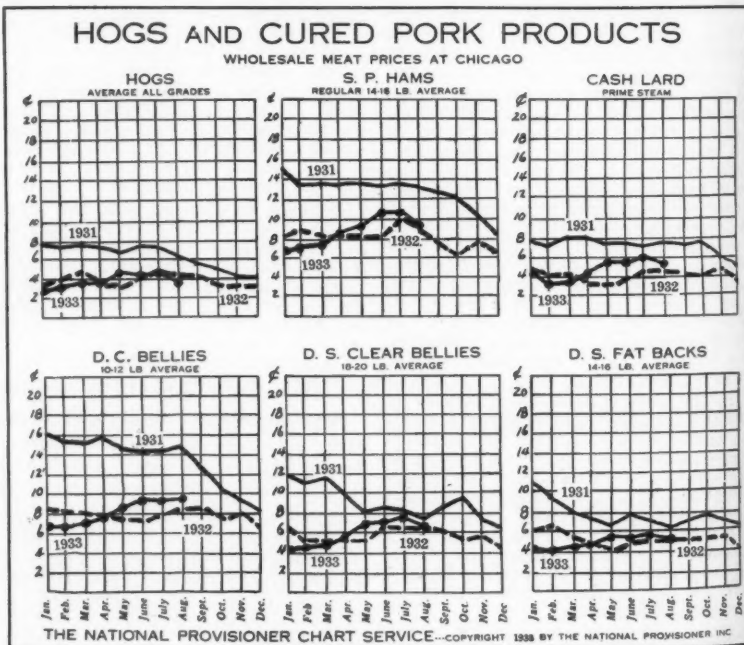
Dry Cure Bellies.—There was only a quiet market for dry cure bellies, there being some jobbing demand and movement on a part carload basis. Trading in carlots was limited. Prices showed little change from those of the month previous when they had reached a slightly higher level than in the early months of the year.

D. S. Bellies.—Market on dry salt bellies showed considerable weakness during the month. Little price change has been evident throughout the year as supplies have been plentiful but buying power barely normal even in the light of the low prices prevailing.

D. S. Fat Backs.—There was a fair trade in fat backs, sufficient to take the slack out of the market. Stocks of this commodity showed some decline during the month and are under those on hand a year earlier.

Hogs.

Hog prices during August dropped to the low level of last May due primarily to heavy marketings and the steady accumulations of stocks of meat



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NER INC.

Provision and Lard Markets

WEEKLY REVIEW

Trade Fairly Active—Market Irregular—Hog Run Heavy—Mostly Government Pigs—Hog Prices Steady—Lard Stocks Gain Moderately—Cash Trade Fair—Germany Buying Lard.

Market for hog products the past week was fairly active, particularly for lard, and prices backed and filled under the influence of a mixed trade, irregularity in hogs, flooding of the market with governmental pigs and weakness in the major commodity markets and in securities. As a result of these developments it was not surprising to find commission house trade on both sides. On the rallies hedge pressure was encountered, but on the breaks, there appeared to be some support from packinghouse quarters.

Scattered liquidation was apparent at times, but this was offset by some new investment buying in the late lard positions. Sentiment on the whole appeared friendly, but tired longs became disgusted over the failure of the market to respond to the government pig purchases, and reports that large numbers of small pigs were being tanked.

While the lard stocks increased somewhat at Chicago last month, the gains were not particularly large. Stocks at present are nearly three times those of a year ago. These exerted a somewhat depressing influence on the market. Stocks of meats decreased slightly during the month, but were moderately larger than the same time a year ago.

Hog Prices Irregular.

Hog market, while irregular, displayed a steady undertone. At Chicago, top hogs sagged to 4.40c, but recovered to 4.60c. It was estimated that thus far government pig purchases have run upwards of 1,500,000 head, with every indication that the plan would prove successful by October 1, based on the willingness to market light pigs. However, the required number of sows was not forthcoming, reports indicating

that raisers were not parting willingly to market these animals. This was unsettling to the market at times. In most quarters however, the belief prevailed that the plan would ultimately succeed.

Receipts of hogs at western packing points last week were about 1,068,000 head against 318,000 head last year. Indications were that of the daily run about 60 per cent were pigs eligible for government purchase.

Towards the middle of the week a little more export interest was evident in the lard market. At the seaboard, reports had it that, despite the duty of around 15c per pound, Germany had taken fair quantities of lard the past few days. One factor in the trade reported sales on Wednesday of 300 tierces of prime steamed lard on a basis of 21½c per pound, duty paid, to Germany, the lard being shipped direct from Chicago by boat to Germany. There were intimations of the United Kingdom also being in the market.

A tendency on the part of private estimators to increase cotton crop ideas attracted attention in some lard circles, owing to the already large available supplies of cottonseed oil.

Unemployment showed further improvement during the past week. Cash lard and meat demand was fair, but meat prices were easier, especially in eastern territory.

Hog Processing Tax Discussed.

An initial processing tax on hogs of 25c per live hog to begin not earlier than November 1, 1933, and to extend through at least three months of the succeeding twelve, was recommended to the Agricultural Adjustment Administration by representatives of the meat packing industry at the public hearing in Washington which began the early part of this week.

The hearing was called by the Secretary of Agriculture on the processing tax, in accordance with the terms of the Agricultural Adjustment Act. This provides that when the Secretary has reason to believe that the imposition of the full tax would cause a reduction in the domestic consumption of the commodity in question, and would result in accumulation of surpluses, he shall hold a hearing and afford due notice and opportunity for hearing to interested parties.

The act also provides that "if there-

Cut-Out Values Continue Good

Cut-out values and hog prices have been more nearly on a par during the past two weeks than has occurred in a long time. This is because hog prices have remained on a level in closer parity with the value of the green meats produced rather than the result of increase in product values. Light averages of fresh pork loins continue strong because of the extreme shortage of quality product of this kind. The differential between the fresh and frozen is wide.

Top at Chicago for the three-day period of the current week was \$4.60 with the average for each of the three days standing at \$3.90. Low top for the week was \$4.55. Less interest has been shown in commercial hogs because of the need of the industry to dispose of the swarms of pigs marketed on government account and because storage stocks are ample to take care of all

needs except for the strictly fresh pork trade for which there is limited buying. The market is an indifferent affair with little price competition evident.

Receipts at the 11 principal markets during the four days of the current week (some markets being open on Labor Day) totaled 786,000 head compared with 821,000 a week ago, 265,000 a year ago and 277,000 two years ago. Heavy receipts of this week and last are accounted for by the marketing of pigs and sows, principally pigs, for government account. Of the 796,000 hogs marketed this week, 554,000 were emergency hogs, leaving the commercial receipts at 242,000 head, lower than those of one and two years ago in like periods.

The following test, worked out on the basis of live hog costs and green product prices at Chicago during the first three days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE show only small cutting losses on quality butchers.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.10	\$1.22	\$1.18	\$1.10
Picnics	.26	.24	.22	.20
Boston butts	.28	.28	.28	.28
Pork loins	1.17	1.06	.87	.67
Belilles, light	.84	.83	.62	.19
Belilles, heavy	.....	.....	.18	.48
Fat backs	.....	.....	.11	.22
Plates and jowls	.07	.00	.00	.12
Raw leaf	.10	.10	.10	.10
P. S. lard, rend. wt.	.63	.68	.63	.56
Spare ribs	.06	.06	.06	.06
Regular trimmings	.00	.00	.00	.00
Feet, tails, neckbones	.04	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$4.60	\$4.68	\$4.46	\$4.10
Total cutting yield	67.00%	68.00%	66.50%	71.00%
Crediting edible and inedible offal to the cost of well finished live hogs plus all				
Loss per cwt.	\$0.05	\$0.11	\$0.10	....
Loss per hog	.09	.22	.23	....

above cutting values and deducting from these expenses, the following results are secured:

upon the Secretary finds that such results will occur, then the processing tax shall be at such rate as will prevent such accumulation of surplus stocks and depression of the farm price of the commodity."

PORK—Demand was fair and the market easier at New York. Mess was quoted at \$18.75 per barrel; family, \$18.00 per barrel; fat backs, \$13.50@14.00 per barrel.

LARD—Demand was routine and the market easy. Prime western at New York was quoted at 5.90@6c; middle western, 5.70@5.80c; New York City tierces, 5% @ 5½c; tubs, 5% @ 5½c; refined Continent, 5% @ 5½c; South America, 6@6½c; Brazil kegs, 6¼ @ 6½c; compound, car lots, 7½c; smaller lots, 7½c.

At Chicago, regular lard in round lots was quoted at 15c under September; leaf lard, 55c under September; loose lard, 55c under September.

BEEF—Market was quiet but steady at New York. Mess was nominal; packet, nominal; family, \$11.87½ @ 12.75 per barrel; extra India mess, nominal.

See page 46 for later markets.

INEDIBLE FAT EXPORTS.

Tallow exports from the United States during July, 1933, totaled 1,001,112 lbs. valued at \$48,825; other animal greases and fats, 4,881,045 lbs. valued at \$201,903; grease stearine, 62,914 lbs. valued at \$1,949; and neat-foot oil, 86,976 lbs. valued at \$10,585.

PACKINGHOUSE BY-PRODUCT YIELDS.

The estimated yield and production of by-products from slaughters under federal inspection in June, 1933, with comparisons:

	Average wt. per animal.		Per cent of live weight.		Production					
	June 1, 1932, to May 31, 1933.	June, 1933.	June 1, 1932, to May 31, 1933.	June, 1933.	June 1, 1932, to May 31, 1933.	June 5-year average.	June, 1932.	June, 1933.	Per cent June, 1933, is of average.	
Edible beef fat ¹	38.76	36.47	4.07	3.86	293,931	27,000	24,482	27,173	100.61	
Edible beef offal	29.80	30.83	3.13	3.26	225,359	19,579	18,168	22,971	117.32	
Cattle hides	63.22	61.06	6.63	6.47	481,889	41,004	39,317	45,863	111.61	
Edible calf fat ¹	1.25	1.20	.72	.68	5,608	468	461	528	112.82	
Edible calf offal	6.51	6.22	3.75	3.53	29,317	2,706	2,741	2,739	101.22	
Lard ²	35.50	37.19	15.59	15.71	1,571,247	134,474	124,753	171,519	127.55	
Edible hog offal	6.45	6.61	2.50	2.79	280,091	25,283	20,083	30,485	150.67	
Pork trimmings	14.86	15.57	6.44	6.58	658,308	51,784	46,815	71,806	138.67	
Inedible hog grease ²	2.73	2.78	1.18	1.17	121,390	10,380	9,462	12,861	123.79	
Edible sheep fat ¹	1.69	1.55	2.07	2.05	29,333	2,089	2,093	2,308	110.48	
Edible sheep offal	1.97	1.96	2.40	2.59	34,069	2,706	3,132	2,918	107.72	

¹Unrendered. ²Rendered.

CASING CODE LIMITATION.

Labor provisions of the casings dealers code provide that the time worked by store or service employees in the industry is 40 hours a week with specified tolerances rather than 52 hours per week, according to the National Sausage Casings Dealers Association. The 52-hour provision is included in the President's re-employment agreement which requires that no store or service organization may reduce the time that they are open below 52 hours per week but must employ their forces not more than 40 hours, thereby permitting of a spread of employment.

LIVERPOOL PROVISION MARKETS.

Arrivals of Continental bacon in the United Kingdom during the week ended August 24 totaled 61,575 bales compared with 62,598 the previous week and 75,493 bales in the same week of 1932. Prices of first quality product at Liverpool for the week ended August 24, with comparisons, follow:

	Aug. 24, 1933.	Aug. 17, 1933.	Aug. 25, 1932.
American green bellies	\$12.95	\$11.90	\$ 7.96
Danish green sides	18.01	17.03	10.94
Canadian green sides	15.99	14.22	9.43
American short cut green hams	15.13	14.48	10.94
American refined lard	7.52	7.54	7.65

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Sept. 1, 1933, to Sept. 6, 1933, totaled 841,985 lbs.; tallow, none; greases, none; stearine, 16,800 lbs.

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings during July, 1933, with countries of origin and destination, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	IMPORTS.		Weasands, bladders, intestines, Others,	
	Sheep, lamb and goat, lbs.	lbs.	lbs.	lbs.
Denmark			...	15,422
Germany	8,486		...	19,462
France	2,496		...	...
Netherlands	500	250	...	...
Spain	6,335		...	...
United Kingdom	2,600		...	...
Canada	40,328	225	196,063	...
Panama				19,076
Cuba				2,400
Argentina	34,356			243,012
Brazil	9,526			56,071
Chile				2,394
Peru				9,462
Uruguay	5,084	242	128,899	...
China	15,385			11,742
Iraq	17,238		...	...
Persia	11,676		...	...
Turkey	23,690		...	...
Australia	52,060	579	579	8,631
New Zealand	209,468	813	42	...
Others	21,776			20
Total	470,013	2,098	715,738	

Total 470,613 2,098 715,736
Sheep, lamb and goat casings imported during the month were valued at \$287,391; weasands, bladders and intestines at \$2,236; and other casings at \$64,646.

	EXPORTS.		IMPORTS.	
	Hog casings, lbs.	Beef casings, lbs. Others, lbs.	Sheep, lamb and goat, lbs.	Weasands, bladders, intestines, Others, lbs.
Belgium	30,887	62,090	Denmark	15,422
Denmark	8,428		Germany	19,462
Finland	18,572		France	250
France	59,436		Netherlands	6,335
Germany	964,364	11,740	Spain	2,600
Netherlands	106,597	11,850	United Kingdom	40,328
Spain	138,487	128,277	Canada	
Sweden	2,128	44,084	Panama	
United Kingdom	415,323	8,885	Argentina	34,356
Canada	31,702	52,025	Brazil	9,526
Cuba		4,855	Chile	
Australia	110,038		Peru	
New Zealand	17,247		Uruguay	5,084
Union of So. Af.	5,365		China	15,385
Others	8,483	1,338	Iraq	17,238

Total 1,509,363 1,470,308 60,735
Hog casings exported during July were valued at \$360,643; beef at \$172,325; and other casings at \$26,490.

MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended Sept. 2, 1933:

Point of origin.	Commodity.	Amount.
Canada—Bacon		6,059 lbs.
Canada—Pork cuts		120 lbs.
England—Ham		385 lbs.
Germany—Ham		3,544 lbs.
Germany—Sausage		2,508 lbs.
Germany—Bouillon cubes		960 lbs.
Italy—Meat extract		1,045 lbs.
Japan—Canned sausage		150 lbs.
Poland—Sausage		821 lbs.
Uruguay—Jerked beef		4,547 lbs.
Uruguay—Canned corned beef		223,920 lbs.

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September 9, 1933.

THE NATIONAL PROVISIONER

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Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—Tallow market in the East the past week continued to display a barely steady tone, but the decline appeared to have been checked, at least temporarily, at the 3½c level for extra New York. Further business, however, was accomplished at 3½c f.o.b., and reports were current of sales of one or two tanks at 3½c f.o.b. The latter sale, it was stated, was for tallow better than extra. There were further offerings of extra at the 3½c level.

Consumers appeared willing to take tallow on a scale down the past ten days, but nevertheless buying interest was not urgent. Weakness in the grease market was probably a factor in shaping buyers' attitude, together with unsteadiness in the outside commodity markets. Pressure from producers, however, letup somewhat on the declines of late, but nevertheless at times it appeared as though some producers were willing to move stuff at the last sales prices.

At New York, special was quoted at 3½c; extra, 3½c; edible, 4c nominal.

At Chicago, market was quiet, partly the result of the Labor Day holidays, with very little doing in nearby supplies. Offerings were fairly plentiful. On the other hand, inquiry for later deliveries uncovered producers' ideas were above the current market. At Chicago, edible was quoted at 4c; fancy, 3½c; prime packer, 3½c; No. 1, 3½c; No. 2, 3c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, September-October shipment, was unchanged at 21s 6d, while Australian good mixed, September-October Liverpool, was off 3d for the week at 20s 6d.

STEARINE—Demand was rather slow in the East, and the market was easy. Oleo was quoted at 5½c. At Chicago, demand was quiet, and the market was barely steady. Oleo was quoted at 5c.

OLEO OIL—Another quiet and routine week passed in this quarter, but the tone was rather steady. Extra at New York was quoted at 6½c@6¾c; prime, 5½c@6¼c; lower grades, 5½c. At Chicago, demand was moderate, but prices were steady. Extra was quoted at 6¼c.

See page 46 for later markets.

LARD OIL—Routine conditions prevailed, but the market was steady in view of the easier tone in raw materials. At New York, prime was quoted at 10½c; extra winter, 8½c; extra, 8¼c; extra No. 1, 7¾c; No. 2, 7½c.

NEATSFOOT OIL—Demand was moderate, but prices held the previous week's levels. Pure at New York was quoted at 14c; extra, 8¼c; No. 1, 8c; cold test, 17c.

GREASES—A rather limited demand, some increase in offerings, enormous hog marketings, and large num-

bers of young pigs being tanked had a depressing influence on the market for greases the past week. Consumers appeared content to work on supplies on hand, in the main, and await developments. As a result, a lowering of price levels failed to attract any particular volume of buying although some had the impression that quiet trading had passed in a fair way.

At New York, yellow and house were quoted at 3c f.o.b.; A white, 3¼c; B white, 3c; choice white for export, 3½c@3¾c.

At Chicago, nearby demand continued slow, while buyers and sellers again found difficulty in getting together on later deliveries. Sellers were not interested in bids around the present levels for future shipments. Nearby offerings were fairly plentiful. At Chicago, brown was quoted at 2¼c; yellow, 2½c@3c; B white, 3c@3¼c; A white, 3½c; choice white, all hog, 3c@3¼c.

By-Products Markets

Chicago, Sept. 7, 1933.

Blood.

Sales made this week at \$1.75.

	Unit	Ammonia.
Ground and unground.....		@\$1.75

Digester Feed Tankage Materials.

Demand slow. Last sales at \$1.50. Buyers' ideas about \$1.25.

	Unit	Ammonia.
Unground, 10 to 12% ammonia..	\$1.25	@1.50 & 10c
Unground, 8 to 10% ammonia....		@1.75 & 10c
Liquid stick		@1.50

Dry Rendered Tankage.

Market on dry rendered tankage quiet with limited trading.

Hard pressed and exp. unground per unit protein	45c @ .50cn
Soft prod. pork, ac. grease & quality, ton	@25.00
Soft prod. beef, ac. grease & quality, ton	@20.00

Packinghouse Feeds.

Market on feed materials largely nominal. Buying slow.

	Per Ton.
Digester tankage meat meal.....	\$ @35.00
Meat and bone scraps 50%	@40.00
Steam bone meal, special feeding per ton	@32.50
Raw bone meal for feeding.....	@35.00

Fertilizer Materials.

Demand continues light. Prices largely nominal.

High grd. ground, 10@12% am..	@1.75 & 10c
Low grd., and ungr., 6-10% am..	2.00@2.25 & 10c
Bone tankage, ungrd., low gd., per ton	@16.00
Hoof meal	@ 1.75

Gelatine and Glue Stocks.

Market quiet, prices unchanged.

	Per ton.
Kip stock	\$10.00@12.00
Calf stock	12.00@15.00cn
Sinews, plizies	@10.00
Horn piths	16.00@17.00
Cattle jaws, skulls and knuckles....	@25.00
Hide trimmings (new style).....	4.00@ 6.00
Hide trimmings (old style).....	6.00@ 8.00
Pig skin scraps and trim, per lb....	@ 2½

Bone Meals (Fertilizer Grades.)

This market showed little change during past week.

Steam, ground, 3 & 50.....	\$24.00@26.00
Steam, unground, 3 & 50.....	@20.00

Horns, Bones and Hoofs.

Sale car cattle hoofs, delivered, mid-east, \$21.00.

Horns, according to grade.....	\$55.00@90.00
Mfg. shin bones	50.00@80.00
Cattle hoofs	19.00@21.00
Junk bones	15.00@18.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Contracts soon to be placed for winter production of coil dried or processed hair. Summer take-off in some demand.

Summer coil and field dried.....	¾ @ ¼c
Winter coil dried	¾ @ 1c
Processed, black, winter, per lb.....	@ 6¼c
Processed, grey, winter, per lb.....	@ 5¼c
Cattle switches, each*.....	1¼ @ 2c

*According to count.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, September 6, 1933.

Very little trading has been done in this market during the past week, as the holiday of course always slows down trading. Ground tankage sold at \$2.50 & 10c f.o.b. New York, and more is offered at this price but buyers views are lower. In fact now that the prices of many fertilizer and feeding materials are down buyers are following the usual procedure of holding back.

South American ground dried blood sold at \$2.50 c.i.f. for September shipment, which is present quotation. Last sales here were at \$2.50 f.o.b. New York.

Fish scrap might be lower in price also except for the fact that the fish catch along the Atlantic Coast has been next to nothing since the bad storm of a couple of weeks ago.

ARGENTINE BY-PRODUCTS.

Packinghouse by-products exported from Argentina during June and the first half of 1933 are reported by the Bureau of Foreign and Domestic Commerce as follows:

	Exported during June, 1933.	6 Months 1933.
	Metric tons.	Metric tons.
Neatsfoot oil	122.9	741.3
Hoofs	189.6	853.3
Tallow	4,886.3	26,368.3
Premier Jus	1,900.1	11,502.4
Fat	1,156.2	8,218.4
Stearine	434.5	1,745.6
Cracklings	389.2	2,915.4
Horns	69.7	485.8
Gluestock	182.4	820.5
Nerves	35.7	217.4
Olein	154.7	726.0
Caseln	1,744.7	11,340.9
Salted casings, casks....	3,299.0	18,071.0
Hair, bales	643.0	3,040.0

Exports of certain products for the six months period compared with the same period a year ago were as follows:

	First half 1933.	First half 1932.
	Metric tons.	Metric tons.
Caseln	11,149	7,402
Stearine	1,633	1,788
Margarine, etc.	755	708
Tallow and fats.....	38,083	27,767
Casings	4,196	3,917

Metric ton equals 2,204.6 lbs.

OLEO FAIR TRADE CODE.

Fair competition standards which would be open to every manufacturer of oleomargarine, margarine and non-taxable puff pastry in the country have been submitted to the Agricultural Adjustment Administration with request for an early hearing.

An oleomargarine council with wide powers is provided in the code. In addition to seeing to it that the provisions of the farm relief act are carried out insofar as the oleomargarine industry is concerned, the council would have the power to establish price differentials from time to time for the various qualities, styles and packages used in the industry. It would investigate charges of violation of the code and set up machinery for enforcing fair trade practices.

Unfair practices which are barred by the code include unwarranted allowances, secret rebates, free deals, commercial bribery, premiums and gifts, guarantees to customers against market declines or advances, furnishing private brands not in existence and use at the time of adoption of the code, cash discounts, shipments on consignment, etc.

The oleomargarine council would consist of nine members. This council would be charged with determining periodically, subject to the approval of the Secretary of Agriculture, minimum base prices for the industry's product. Base territory would comprise the area north of the southern boundaries of Virginia, Kentucky, Arkansas, Oklahoma and east of a line running north through the eastern boundary of Colorado, Wyoming and Montana and including the coast states. All other territories would be priced 1½c above the base territory to cover additional freight.

Labor provisions of the code, as outlined in THE NATIONAL PROVISIONER of September 2, are subject to approval by the NRA.

HOLD COTTONSEED HEARING.

Public hearing on a code of fair competition for the cottonseed-crushing industry, submitted to the Agricultural Adjustment Administration by the National Cottonseed Products Association, will be held at the Peabody Hotel, Memphis, Tenn., on September 12, according to notice issued by Secretary of Agriculture Henry A. Wallace.

The proposed code includes provisions relating to wages, hours, and conditions of labor. These must be administered by the National Recovery Administration. Persons affected by them who appear at the hearing are requested to file written statements of their testimony with Nelson Slater, deputy administrator, NRA.

The text of the notice follows:

Notice is hereby given of a hearing to be held in the Peabody Hotel, Memphis, Tennessee, on September 12, 1933,

at 9:30 a. m., at which hearing all interested parties, including persons whose service or welfare are affected, will be heard with reference to a proposed Code of Fair Competition, which has been submitted to the Secretary of Agriculture by The National Cottonseed Products Association, Inc., for the approval of the Secretary of Agriculture, under and in accordance with the Executive Order of June 26, 1933, issued by the President pursuant to Title I of said Act. A copy of said proposed Code is now on file and available for public inspection at the office of the Chief Hearing Clerk, Department of Agriculture, Washington, D. C. Copies of said proposed Code may be obtained at such office. The proposed Code relates to prices, practices and conditions (including hours of labor, rates of pay and other conditions of employment) in the cottonseed crushing industry.

By virtue of Executive Order of June 26, 1933, provisions in said code, relating to hours of labor, rates of pay and other conditions of employment with respect to the above industry, are under the jurisdiction of, and subject to, administration by the NRA. All persons or groups who can show substantial interest as workers, employers, consumers or otherwise, in the effect of any provisions of the proposed Code, dealing with hours of labor, rates of pay and other conditions of employment, will have an opportunity to be heard at this hearing. Such persons or groups are requested to file a written statement of their testimony in the office of Nelson Slater, Deputy Administrator, N. R. A. Room 4847, Department of Commerce Building, Washington, D. C., before the hearing if possible, or with the Assistant Hearing Clerk attending said hearing.

MARGARINE MATERIALS USED.

Oleomargarine produced and materials used in manufacture during July, 1933, with comparisons:

Ingredients of	July, 1933.	July, 1932.
Uncolored Margarine:	Lbs.	Lbs.
Butter	200	1,034
Cocaoat oil	10,699,968	6,831,677
Corn oil	69,338	1,093
Cottonseed oil	1,259,152	899,407
Derivative of glycerine	43,150	19,446
Lecithin	312	151
Milk	4,382,335	2,727,195
Neutral lard	865,049	444,496
Oleo oil	1,370,812	611,707
Oleo stearine	250,128	242,531
Oleo stock	153,876	66,852
Palm oil	50,606	6,200
Peanut oil	223,241	119,771
Salt	1,037,385	684,749
Soda (benzoate of)	7,780	3,861
Soya bean oil .....	.....	830
Sugar	8,256	.....
	20,421,594	12,660,820
Ingredients of		
Colored Margarine:		
Cocaoat oil	50,044	48,877
Color	160	257
Cottonseed oil	14,372	30,958
Derivative of glycerine	51	6
Milk	43,471	53,880
Neutral lard	9,638	17,428
Oleo oil	28,806	35,705
Oleo stearine	1,868	5,717
Oleo stock	3,105	475
Palm oil	3,600	10,500
Peanut oil	2,075	1,887
Salt	10,308	15,048
Soda (benzoate of)	15	2
Sugar	12	.....
	167,593	221,340
Total ingredients for col-		
ored and uncolored	20,589,187	12,882,160

HULL OIL MARKETS.

Hull, England, Sept. 6, 1933. — (By Cable.)—Refined cottonseed oil, 21s 3d; Egyptian crude cottonseed oil, 19s.

ATTACK ON OLEOMARGARINE.

Use of oleomargarine instead of butter by residents in rural communities and on farms was characterized as a real danger to the success of the administration plan to improve the market value of creamery butter by W. F. Jensen, secretary of the National Association of Creamery Butter Manufacturers. The association has submitted its code for the industry designed to increase the incomes of dairy farmers.

No thought is given beef cattle and cotton oil producers by Mr. Jensen in his statement that "in some of our best dairy states governors and public relief officials are also indulging in false economy, giving the unfortunate and helpless people on relief oleomargarine, where last year they had butter. The sale of butter substitutes is growing by leaps and bounds. Butter is piling up in storage at a terrific rate. No agreement, no code, no processing tax, no effort, however sincere, will maintain the price of dairy products while this continues."

Immediate action on the part of the federal administration and the butter industry was demanded by Mr. Jensen.

OILSEED FEES REVISED.

A proclamation issued by the German Monopoly for Grains, Fodders and other Agricultural Products, effective until January 9, 1934, reduces the monopoly fee on oilfruits and oilseeds imported for general fodder purposes, other than bird or poultry feed, from 120 marks to 1 mark per metric ton. The same proclamation makes the following changes in the monopoly fee on both domestic and imported oilseeds:

	Marks per ton.	
	New rate.	Old rate.
Linseed oilcake	53	60
Peanut oilcake	60	60
Soybean meal residue	65	60
All other oil-manufacture residues and oilcakes	55	60

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Sept. 6, 1933.

Cottonseed meal continued its downward trend. Prices for the day were again off 25c. At first trading was very dull, but toward the close the market became more active, with January selling at \$20.00; October, \$18.50; December, \$19.50. These prices were held up to the close, which was steady at the decline. Hedge selling continues to be a weight on the market. Mills in the central belt will soon be crushing new seed, and the demand for actual meal at the present time is so quiet that hedging in the future market is inevitable.

MARGARINE EXPORTS DROP.

Margarine exported during July, 1933, totaled 103,870 lbs., compared with 40,876 lbs. in July, 1932. For the seven months ended with July, 1933, exports totaled 246,490 lbs., compared with 341,311 lbs. exported in the first seven months of 1932.

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Vegetable Oil Markets

WEEKLY REVIEW

Trade Moderate—Market Irregular—Undertone Barely Steady—Outside Weakness Factor—Larger Private Crop Estimates Depressing—Acreage Uncertain—Cash Trade Routine.

Operations in cotton oil futures the past week were of moderate proportions, and prices again moved irregularly. Undertone was barely steady, and December, January and March established new season's lows. Heaviness at times was due more to lack of particular support and scattered liquidation rather than to any particular pressure. At times, hedging sales appeared to be under way, but on the whole, commission house and professional trade was on both sides, and the market was again dominated by outside weakness.

Heaviness in cotton and in lard had most effect, although unsettlement in grains and in the financial markets had sympathetic influence at times. The cotton action was the result of a tendency among private estimators to raise crop ideas, largely the result of a belief that the Government plowed up acreage figures were too large.

In lard, there was no particular apparent reason for the market's action, other than discouragement over the fact that Government hog purchases failed to materially influence the hog price or the futures market as yet. Generally in cotton oil conditions were routine, and the market was inclined to mark time, pending the issuance of the Government cotton report later in the week.

Cotton Outturn Uncertain.

Private cotton estimates thus far have ranged from 11,098,000 bales to 13,033,000 bales, and the crop condition from 62.5 to 68.8 per cent. Most of the private estimates were inclined to run about 500,000 bales over the last Government report. This naturally caused uneasiness, as the larger the crop the more burdensome will be oil supplies during the season, owing to the large carryover.

It was apparent that the trade was very uncertain over the probable cotton outturn. A great deal depends on whether or not the plow up of acreage under the Government scheme has been completed. At the same time, showery weather continued, and conditions over the eastern belt were unfavorable.

Tropical storms had very little influence the middle of the week, owing to the fact that the bulk of the crop had been picked in southern Texas, but it was calculated that should the storm work into the eastern belt, damage at least in the way of lowering grades, would follow. A great many anticipated that the September Government report would clear up the acreage uncertainties.

Chicago lard stocks during August increased nearly 4,400,000 lbs., totaling 127,447,000 lbs., against 123,077,000 lbs. the previous month, and comparing with only 47,346,000 lbs. last year. This, together with the heavy marketings of

hogs, was somewhat against values, although reports again indicated that the bulk of the hog marketings were pigs eligible for Government purchase.

Cash Oil Trade Routine.

In cash oil circles a routine trade was generally talked, with demand on the whole less active than earlier in the season. Consumers, however, are believed to be carrying moderate supplies on hand, so that any stiffening in values might readily uncover a broadening demand. Market has been adversely influenced by a drying up of inflationary gossip from Washington. Some entertained an idea that the slowing up of trade was partly the result of uncertainty over prices under the N.R.A.

In the crude markets, a slightly easier tone was apparent, but conditions were more or less nominal. Southeast and Valley were quoted at 3½c; Texas, 3¼c.

COCOANUT OIL—A lack of buying interest again featured the market the past week, and the tone was barely steady. Tanks at New York were quoted at 3¼c; bulk oil, 3¼c. At the Pacific Coast tanks were quoted at 2½@3c.

CORN OIL—Buying interest dried up, and the market was about steady. Tanks were quoted at 4½c Chicago.

SOYA BEAN OIL—There was little new in this quarter, prices holding steady. Market was nominally quoted at 8c mills.

PALM OIL—Demand was rather small, but there was little pressure from first hands. Higher exchange rates again unsettled trade. Easiness in fallow was somewhat against the market.

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 7, 1933.—Cotton oil is gradually working lower as new crop offerings increase. Crude is barely steady at 3¼c lb. for Texas and 3½c lb. for Valley. Prime bleachable is dull at 4½c lb. loose New Orleans. Hedging operations are light. Soapstock is lower. Majority of traders are awaiting crop report due September 8 and consumption report September 12. Only minor price changes are expected unless crop estimates are considerably changed from a month ago.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 7, 1933.—Crude cottonseed oil, 3½c lb.; forty-one per cent protein cottonseed meal, \$17.50; loose cottonseed hulls, \$6.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 7, 1933.—Prime cottonseed oil, 3¼c lb.; forty-three per cent meal, \$16.00; hulls, \$4.00.

At New York, spot Nigre was quoted at 4@4¼c; shipment Nigre, 3.65c; 12½ per cent acid, 3.70@3.75c; 20 per cent softs, 3.60@3.65c; Sumatra oil, 3½c.

PALM KERNEL OIL—Nominal.

OLIVE OIL FOOTS—While demand was limited, prices were steady, due partly to strength in exchange. At New York, spot was quoted at 6¼@6½c; shipment, 6c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Nominally quoted at 4½c mills.

COTTONSEED OIL—Demand was moderate, but stocks at New York were light and spot prices fluctuating with futures. Crude oil was easier and nominally off ¼c from the previous week. Southeast was quoted at 3½c; Valley, 3½c; Texas, 3¼c.

Market transactions at New York:

Friday, September 1, 1933.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot				480 a Bid
Sept.				485 a 495
Oct.				490 a 505
Nov.				506 a 510
Dec.	1	516	516	515 a 520
Jan.				520 a 523
Feb.				520 a 533
Mar.				530 a 540
Apr.				530 a 545

Sales, including switches, 1 contract. Southeast crude, 3½c nominal.

Saturday, September 2, 1933.

HOLIDAY—No market.

Monday, September 4, 1933.

HOLIDAY—No market.

Tuesday, September 5, 1933.

Spot	475 a Bid
Sept.	475 a 490
Oct.	8 498 490 486 a 490
Nov.	493 a 502
Dec.	15 513 505 505 a
Jan.	4 518 510 510 a
Feb.	510 a 525
Mar.	22 530 522 520 a 521
Apr.	525 a 535

Sales, including switches, 49 contracts. Southeast crude, 3½c nominal.

Wednesday, September 6, 1933.

Spot	475 a Bid
Sept.	468 a 478
Oct.	475 a 483
Nov.	480 a 490
Dec.	16 501 496 498 a 497
Jan.	1 503 503 499 a 502
Feb.	500 a 510
Mar.	10 514 510 509 a 512
Apr.	512 a 519

Sales, including switches, 27 contracts. Southeast crude, 3½c nominal.

Thursday, September 7, 1933.

Spot	460 a
Sept.	460 a 475
Dec.	491 488 485 a 489
Jan.	492 491 491 a
Mar.	507 502 504 a 505

See page 46 for later markets.

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were easier the latter part of the week. Trade was mixed and hogs steady. Hog movement was large. Government pig purchases estimated at upwards of 2,000,000. Sow sales are still lagging. Cash trade was routine. Operators awaiting developments.

Cottonseed Oil.

Cotton oil was irregular and general conditions unchanged. Weather in eastern belt was unfavorable. Government placed crop at 12,414,000 bales, or slightly above expectations. Crude is nominally unchanged.

Closing quotations on bleachable prime summer at New York, Sept. 8:

Spot, \$4.50@4.70; Oct., \$4.55@4.65; Nov., \$4.69@4.75; Dec., \$4.80; Jan., \$4.81@4.84; Feb., \$4.82@4.95; Mar., \$5.00; April, \$4.95@5.08.

Tallow.

Tallow, extra, 3½c f.o.b.

Stearine.

Stearine, 5½c.

Friday's Lard Markets.

New York, Sept. 8, 1933. — Lard prime western, \$5.90@6.00; middle western, \$5.70@5.80; city, 5½@5½c; refined Continent, 5½@5½c; South America, 6@6½c; Brazil kegs, 6½@6½c; compound, car lots, 7c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Sept. 7, 1933.—Quotations are unchanged from last week on spot lard. Balance of contracts unchanged to 3d lower. A. C. hams 1s up. Trading generally quiet on English cuts and pure lard.

Friday's prices were as follows: Hams, American cut, 72s; hams, long cut, 78s; Liverpool shoulders, square, none; picnics, none; short backs, none; bellies, English, exhausted; Wiltshires, 78s; Cumberlands, exhausted; spot lard, 36s.

CANADIAN BRANDED BEEF.

Sales of branded beef in Canada during July, 1933, totaled 2,203,290 lbs. compared with \$2,080,472 lbs. in July, 1932. For the seven months ended with July, 1933 sales totaled 18,308,916 lbs. compared with 12,864,025 lbs. in the 1932 period. Of the July, 1933, sales, 808,298 lbs. were of the first or red brand and 1,394,992 lbs. of the blue or second brand.

LIVERPOOL PROVISION STOCKS.

On hand September 1, 1933, with comparisons, estimated by Liverpool Trade Association:

	Sept. 1, 1933.	Aug. 1, 1933.	Sept., 1932.
Bacon, lbs.	4,704	626,752	1,281,392
Hams, lbs.	739,908	1,277,136	763,248
Shoulders, lbs.	1,120	162,176	30,464
Butter, cwt.	6,950	7,968	.....
Cheese, cwt.	21,776	17,832	.....
Lard, steamed, tierces	2,249	2,426	1,513
Lard, refined, tons	3,707	2,654	1,523

JULY LARD EXPORTS.

Exports of lard, neutral lard and cooking fats other than lard with countries of destination are reported by Department of Commerce as follows:

	Lard, lbs.	Other cooking fats, lbs.	Neu- tral lard, lbs.
Belgium	506,249	.....	135,757
Denmark	10,275	.....	38,272
Finland	182,990	.....	.....
France	180,054	804	.....
Germany	2,309,754	1,375	13,750
Italy	746,939	6,040	.....
Netherlands	861,248	.....	126,268
United Kingdom	23,359,096	2,076	47,372
Canada	1,153,506	4,098	.....
British Honduras	11,277	1,720	.....
Costa Rica	594,850	2,238	.....
Guatemala	49,850	7,780	.....
Panama	281,205	20,258	5,000
Mexico	3,838,954	6,798	4,525
Cuba	678,797	2,090	.....
Dom. Republic	579,300	210	.....
Haiti, Rep. of	273,206	36	.....
Ecuador	54,021	.....	.....
Venezuela	345,200	3,390	.....
Un. of South Af.	28,048	3,489	.....
Others	49,631	136,247	.....
Total	36,190,538	192,881	428,758

Lard exported during the month was valued at \$2,549,720; neutral lard at \$32,151; other cooking fats at \$18,746.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Sept. 8, 1933, show exports from that country were as follows: To the United Kingdom, 117,881 quarters; to the Continent, 120. Exports the previous week were: To England, 119,109 quarters, to Continent, 5,062.

Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from ¼c to 1c under the market.

A car sold at ¼c under the market costs the seller \$37.50; at ½c under he loses \$75.00; at ¾c under he loses \$112.50; at 1c under he loses \$150.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ¼c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

LIVESTOCK COST AND YIELD.

Kinds of livestock slaughtered and yield in per cent and pounds for July, 1933, with comparisons:

	July, 1933.	June, 1933.	July, 1932.
Av. live cost per 100 lbs.:			
Cattle	\$ 5.09	\$ 4.58	\$ 4.00
Calves	4.90	4.90	4.47
Swine	4.48	4.41	4.26
Sheep and lambs	5.44	6.07	6.06
Av. yield, per cent:			
Cattle	55.40	55.07	55.29
Calves	56.18	57.85	57.34
Swine	74.88	75.41	73.06
Sheep and lambs	48.20	48.37	47.62
Av. live weight, lbs.:			
Cattle	939.13	944.29	932.55
Calves	182.32	176.01	182.47
Swine	243.55	236.75	241.93
Sheep and lambs	75.69	75.75	76.44

Sources of supply, per cent:			
Cattle—			
Stockyards	82.59	82.45	82.78
Other	17.41	17.55	17.22
Calves—			
Stockyards	74.37	74.15	73.43
Other	25.63	25.85	26.57
Swine—			
Stockyards	59.76	55.08	57.98
Other	40.24	44.92	42.02
Sheep and lambs—			
Stockyards	82.85	80.10	78.60
Other	17.15	19.90	21.40
Classification, per cent:			
Cattle—			
Steers	56.14	50.63	50.63
Bulls and stags	4.07	5.48	5.22
Cows and heifers	39.79	43.89	44.15
Swine—			
Sows	57.44	52.94	58.93
Barrows	41.82	46.56	40.46
Stags and boars	0.74	0.60	0.59
Sheep and lambs—			
Sheep	3.58	4.01	3.29
Lambs and yearlings	96.42	95.99	96.71

HOG WEIGHTS AND COSTS.

Average weight and cost of hogs purchased at 7 of the principal public markets of the United States by packers and shippers during July, 1933, with comparisons, are reported by the U. S. Department of Agriculture:

	July, 1933.		June, 1933.		July, 1932.	
	Wt. Lbs.	Cost Per cwt.	Wt. Lbs.	Cost Per cwt.	Wt. Lbs.	Cost Per cwt.
Chicago	257	\$4.41	253	\$4.40	290	\$4.58
Denver	231	4.23	227	4.30	222	4.19
East St. Louis	219	4.46	214	4.48	211	4.74
Kansas City	227	4.24	225	4.35	231	4.48
Omaha	270	4.05	269	4.19	262	4.21
Sioux City	270	4.02	264	4.17	273	4.14
So. St. Paul	280	3.88	274	4.02	274	4.07

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the five days ended September 1, 1933, were 2,616,000 lbs.; previous week, 3,986,000 lbs.; same week last year, 4,542,000 lbs.; from January 1 to September 1 this year, 155,425,000 lbs.; same period a year ago, 125,743,000 lbs.

Shipments of hides from Chicago for the five days ended September 1, 1933, were 3,354,000 lbs.; previous week, 4,995,000 lbs.; same week last year, 5,147,000 lbs.; from January 1 to September 1 this year, 181,721,000 lbs.; same period a year ago, 160,528,000 lbs.

WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended Sept. 2, 1933:

Week ending	New York.	Boston.	Phila.
Sept. 2, 1933	44,353	1,756	14,969
Aug. 26, 1933	31,500	19,280	17,341
Aug. 19, 1933	94,160	5,409	.....
Aug. 12, 1933	82,516	3,500	.....
Sept. 3, 1932	873,582	90,373	71,094
Aug. 27, 1932	9,151	350	.....
	5,278	.....	.....
	353,005	45,584	175,452

Hide and Skin Markets

Chicago.

PACKER HIDES—Trading opened up late this week in the big packer market at prices in line with those paid late last week to outside packers, or full 2c below big packers' previous asking prices. Total of about 335,000 hides sold on one day, in addition to around 70,000 more booked to tanning account, mostly July-Aug. take-off. This is thought to have removed about half of available stocks from the market. More hides are available at these levels.

Practically all tanners except one large sole leather tanner participated in the buying. The hides were well distributed and, if the leather movement develops the anticipated pick-up, in view of the near approach of the Fall shoe run, tanners are expected to be back in the market for hides again in the near future.

The movement late last week of around 30,000 outside packer hides at these prices weakened the big packers' position considerably. One packer finally accepted bids at those levels for around 55,000 hides, and the other packers followed on the same basis.

Native steers sold at 13c, and extreme light native steers 12c.

Butt branded steers moved at 13c, Colorado at 12½c. Heavy Texas steers brought 13c; light Texas steers 12c, or 2½c under last trading price; extreme light Texas steers sold at 11½c.

Heavy native cows moved at 12c. Light native cows sold in a good way at 12c. Branded cows moved at 11½c.

Prices for bulls not established but offered at 9c for native bulls.

SMALL PACKER HIDES—Some local small packer Aug. all-weights being offered at 12c for native cows and steers and 11½c for branded; a bid at a half-cent less reported. Some outside small packer hides moved at 11c, selected, delivered, 5,000 involved, location and take-off being a consideration.

Local small packer association at close of last week sold 1,000 native steers at 13c, 750 Colorado 12½c, 2,000 light native cows 12c, and 2,000 branded cows 11½c, Aug. take-off.

In Pacific Coast markets, 25,000 July-Aug. hides sold late this week at 10c flat for steers and cows, f.o.b. shipping points.

FOREIGN WET SALTED HIDES—South American market quiet, with last trading 4,000 LaPlatas and 4,000 Smithfields previous week at \$28.75, equal to 11½c, f.o.b. New York.

COUNTRY HIDES—Trading in country hides has been very light, but occasional sales are reported. Buyers generally are endeavoring to trade only in trimmed hides but some dealers continue to handle untrimmed hides, usually discounting these a half-cent. All-weights quoted around 9c, selected, delivered, sold asking 9½c, these prices being quoted on trimmed basis. Heavy steers and cows 8½@9c, nom. Buff weights quoted 9½@10c. Extremes recently sold at 11c, and all short haired would probably bring 11½c; this figure reported declined in one instance. Bulls 6@6½c, flat. All-weight branded 7¼@7½c, flat, less Chicago freight.

CALFSKINS—One packer sold 45,000

June-July-Aug. heavy calfskins, 9½/15-lb., at close of last week at 20c for preferred points and 19c for River points. Another packer followed with 9,000 heavy calf, July at all points and June included in one case, same basis.

Chicago city calfskins quoted 14c bid in several directions for 8/10-lb., with 14½@15c asked; car Detroit cities, 10/15-lb., sold at 17¼c, and car Chicago 10/15-lb. small packer selection sold at 18¼c. Outside cities, 8/15-lb., quoted 15½@16c; mixed cities and countries around 14c; straight countries 12@12½c.

KIPSKINS—As previously reported, one packer sold 22,000 May to Aug. native kipskins at close of last week at 15c for northern, 14c for southern. Another packer sold 9,000 June to Aug. all northern natives this week at 15c. A third packer sold 9,000 June-July basis 15c for northern natives. Fourth packer sold 10,000 May to July kips, and 3,000 Aug. later, basis 15c for northern natives, 14c for over-weights. One packer sold 1,500 June-July over-weights at close of last week at 14c for northern.

Chicago city kipskins quoted around 14c, with a trade reported this basis early. Outside cities 13½@14c; mixed cities and countries 13c; straight countries 11@11½c.

Packer regular slunks last sold at \$1.10 for Julys; hairless last sold 50@60c.

HORSEHIDES—Market continues about unchanged, with good city renderers quoted \$3.60@3.75; mixed city and country lots range \$3.25@3.50. Up to \$3.75 paid at New York for choice city renderers and higher asked.

SHEEPSKINS—Dry pelts quoted around 12c for average run, mostly short wools; very few full wools at present and quoted up to 15½c. Shearling season well over and production very slow at present; however, sellers are able to move their limited offerings at steady prices; one packer sold a car at 80c for No. 1's, 65c for No. 2's, and 50c for fresh clips, steady prices; 5c more had been asked for each description earlier. Pickled skins firmer; sales of native pickled lambs reported recently at \$6.00 per doz. straight run of packer lamb and this price available, with \$6.12½ generally asked, at Chicago. New York market quoted \$6.00 @6.25 per doz. for straight run lambs.

Outside packer wool pelts reported sold recently at \$1.25@1.40. Outside small packer lambs quoted 85c each for Aug. and Sept. take-off.

New York.

PACKER HIDES—No trading reported as yet in the packer hide market at New York, but some activity expected shortly. Market quotable 13c for native and butt branded steers and 12½c for Colorados, on a parity with western market.

CALFSKINS—No further trading reported in calfskins, the earlier trading having fairly well cleaned up this market. Prices generally quoted \$1.20@1.30 for 5-7's, \$1.60@1.70 for 7-9's, and \$2.30@2.40 for 9-12's, as to collectors' and packers' skins.

N. Y. HIDE FUTURE PRICES.

Saturday, Sept. 2, 1933.—Closed.

Monday, Sept. 4, 1933.—Labor Day.

Tuesday, Sept. 5, 1933.—Close: Sept. 12.50 sale; Dec. 12.35@12.45; Mar. 12.55@12.65; June 12.80; sales 3 lots. Closing unchanged to 15 points lower.

Wednesday, Sept. 6, 1933.—Close: Sept. 12.15@12.50; Dec. 12.25@12.34; Mar. 12.45@12.55; June 12.70; sales 10 lots. Closing 10@35 points lower bid.

Thursday, Sept. 7, 1933.—Close: Sept. 11.50@11.90; Dec. 11.95 sale; Mar. 12.05@12.15; June 12.30@12.45; sales 25 lots. Closing 30@65 points lower.

Friday, September 8, 1933.—Close: Sept. 11.25@11.60; Dec. 11.45@11.60; Mar. 11.70@11.80; June 11.19@11.20; sales 8 lots. Market closing 25@50 points lower.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Sept. 8, 1933, with comparisons, are reported as follows:

	PACKER HIDES.		Cor. week, 1932.
	Week ended Sept. 8.	Prev. week.	
Spr. nat.			
stra.	13½@14	14½@15½	9 @ 9½n
Hvy. nat. str.	@13	14 @ 15	@ 8½
Hvy. Tex. str.	@13	14 @ 15	@ 8
Hvy. butt brnd'd			
stra.	@13	14 @ 15	@ 8
Hvy. Col. str.	@12½	13½@14½	@ 7½
Ex-light Tex.			
stra.	@11½	12½@13½	@ 7½
Brnd'd cows	@11½	12½@13½	@ 7½
Hvy. nat. cows	@12	13 @ 14	@ 7½n
Lt. nat. cows	@12	13 @ 14	@ 8
Nat. bulls	8½ @ 9n	9½@10n	5½ @ 5½n
Brnd'd bulls	8 @ 8½n	9 @ 9½n	4½ @ 5n
Calfskins	.18 @ 20	21 @ 23n	10 @ 10½n
Kips, nat...	@15	@16½	@ 8n
Kips, ov-wt.	@14	@15½	8 @ 8½n
Kips, brnd'd	12½@13n	@14½n	7 @ 7½n
Stunks, reg.	@1.10ax	@1.10	@35ax
Stunks, hris.	.50 @ 60	.40 @ 50	25 @ 30n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	11½@12	12 @ 12½	@ 7½n
Branded	.11 @ 11½	11½ @ 12	@ 7n
Nat. bulls	8½ @ 9	@ 9½n	5 @ 5½n
Brnd'd bulls	8 @ 8½n	@ 9n	4½ @ 4½n
Calfskins	.14½@17½	16 @ 18	8½ @ 9ax
Kips	.14	@15½	@ 8n
Stunks, reg.	.80 @ 90n	85 @ 1.00	40 @ 42½
Stunks, hris.	.35 @ 40n	35 @ 40n	@ 25n

COUNTRY HIDES.

Hvy. steers	8½ @ 9n	8½ @ 9	@ 4½n
Hvy. cows	8½ @ 9n	8½ @ 9	@ 4½n
Bufs	.9½ @ 10	9½ @ 10	5 @ 5½
Extremes	.11 @ 11½	10½ @ 11	@ 6½
Bulls	.6 @ 6½	6 @ 6½	3 @ 3½n
Calfskins	.12 @ 12½	12 @ 12½	5½ @ 6n
Kips	.11 @ 11½	11 @ 12	5½ @ 6n
Light calf	.50 @ 60n	50 @ 60n	@ 25n
Deacons	.50 @ 60n	50 @ 60n	@ 25n
Stunks, reg.	@ 20n	@ 20n	@ 10n
Stunks, hris.	@ 10n	@ 10n	@ 10n
Horsehides	.3.00 @ 3.75	3.00 @ 3.75	1.75 @ 2.25

SHEEPSKINS.

Pkr. lambs	...	...	...
Sm. pkr.	...	...	...
lamb	@ 85	85 @ 85	40 @ 45
Pkr. shearings	@ 80	80 @ 85	@ 40
Dry pelts	.12 @ 15½	13 @ 15	6½ @ 7

Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 5-cent stamp:

The National Provisioner:
Old Colony Bldg., Chicago, Ill.

Please send me copy of directions for take-off and curing of hides and skins.

Name
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City

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 7, 1933.

CATTLE—Compared with close last week: Fed steers and yearlings, 10@25c lower; light kinds off most. Market was very slow; largely fed steer run, only about 2,000 Montana and Dakota grassers in crop. There were very few killers among western offerings. Extreme top heavy steers, \$7.00; long yearlings, \$6.75; heifer yearlings, \$6.25; light yearling heifers, steady to 25c lower; weighty kinds scaling over 750 lbs., fully 25c off; all cows, 15@25c lower; bulls, strong; vealers, 50@75c higher. Most fat steers sold at \$5.25@6.25, with strictly good and choice offerings at \$6.25@6.75, comparable 1,300 to 1,400-lb. averages bringing \$6.50@7.00. Grassy and warmed up killers, northwesterns and southwesterns, \$4.50 down. Not many grass cattle suitable for killers in run.

HOGS—Compared with last Friday: Generally steady to 10c higher on all classes; late top, \$4.60, sparingly; bulk good to choice 180 to 230 lbs., \$4.40@4.50, occasional sales, \$4.55; 240 to 290 lbs., \$3.70@4.40; 300 to 350 lbs., \$3.35@3.70; better grade 140 to 170 lbs., \$4.00@4.40; few, \$4.50. Commercial pigs, mainly \$3.50 downward; best strong-weights, to \$3.75; bulk packing sows, \$2.75@3.25; smooth lightweight, \$3.25@3.40; bigweights, \$2.70 downward.

SHEEP—Compared with close last week: Lambs, 25 to 50c higher, yearlings sharing full advance; sheep, fully steady. Reduced supplies and some improvement in dressed outlook were stimulating factors; top range lambs, \$7.75 paid late for these doubles choice Washingtons; bulk, \$7.50 downward, occasionally to \$7.00 and \$6.75 at close on plainer strings unsorted. Natives finished around \$7.00@7.50 according to grade; throwouts, \$4.00@4.50; yearlings, \$5.10@5.50 or above; common to choice ewes, \$1.50@2.85; top, \$3.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Sept. 7, 1933.

CATTLE—The small advances and declines during the week just about

offset and there was practically no change for the period, all killing classes closing the week about in line with levels on the closing days of the previous week. Choice weighty steers averaging slightly over 1,300 lbs. topped for the week at \$6.50. Small lots of fed heifers sold up to \$5.75.

HOGS—Compared with last Saturday, market is unevenly 5@10c lower to 10@15c higher, the advance being on heavy butchers and sows. Thursday's top \$4.10 on 190-lb. averages, with the following bulks: 160 to 250 lbs., \$3.75@4.05; 250 to 350 lbs., \$3.15@3.85; 140 to 160 lbs., \$3.00@3.90; sows, \$2.25@2.85; stags, \$2.25@2.75.

SHEEP—Moderate receipts resulted in a sharp advance on slaughter lambs, the upturn being 50@75c as compared with last Friday. Yearlings and maturated sheep held steady; Thursday's bulk sorted native lambs, \$7.00; best range lambs, \$6.75; fed clipped lambs, \$6.25@6.50; good to choice yearlings, \$4.00@5.00; good to choice ewes, \$1.75@2.75.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Sept. 7, 1933.

CATTLE—Week's trade in fed steers and yearlings has been rather dull, and values have been reduced 25@40c as compared with last Friday. Grass fat steers have also been under pressure throughout the week and show declines of 25@50c. Prime 900-lb. yearling steers scored \$6.75 for the week's extreme top, while best medium weights went at \$6.15. Choice yearlings and heavies brought \$6.10, and bulk of fed supply ranged from \$4.50@5.60. Most of the straight grassers cleared from \$2.75@4.00. Fed heifers, mixed yearlings and fat she stock ruled weak to mostly 25c lower, but cutter grades held about steady. Bulls closed steady to weak, and vealers are weak to 50c off, with the late top resting at \$6.00.

HOGS—Some strengthening developed in the hog trade on late days, and final prices are mostly 5@10c over late last week, with spots up more on heavy butchers scaling over 300 lbs. Shipping demand has been rather broad for the lighter weights, which no doubt was partly responsible for the late advance.

Late top rested at \$4.10 on choice 180- to 210-lb. weights, while the bulk of the 180- to 250-lb. averages cashed from \$3.75@4.05. Better grades of 250- to 340-lb. butchers sold from \$3.20@3.75, and desirable 140- to 170-lb. weights were taken at \$3.50@4.00. Packing sows are 5@10c higher at \$2.00@2.75.

SHEEP—Range season was officially opened this week, and with improved quality of the offerings a better market was the result. Lamb prices advanced 50@65c as compared with last Friday, and the late top reached \$7.25 on choice Colorado lambs. Other rangers from Colorado and Utah sold at \$7.00@7.15. Natives shared the advance, with the best at \$7.00; the late bulk, \$6.75@7.00. Fed clipped lambs ranged from \$6.00@6.50. Mature sheep held about steady, with most of the fat ewes going at \$2.00@2.50.

SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Sept. 7, 1933.

CATTLE—On most sessions this week beef steer and yearling buyers made a play for reduced costs, and late trade largely reflected 25c reductions, although light yearlings found a more reliable demand and escaped part of the downturn. Choice long yearlings sold up to \$6.40, medium weight heaves registered \$6.15, and bulk went at \$4.75@5.75. Fat she stock averaged steady. Load lots of choice light heifers brought \$5.60@5.75, beef cows bulked at \$2.50@3.25, and low cutters and cutters moved freely at \$1.75@2.25. Bulls ruled firm, and medium grades ranged up to \$2.75 freely. Vealers remained fully steady, and all interests paid \$5.50.

HOGS—Moderate receipts of commercial slaughter hogs met with a better outlet to all quarters, and a substantial upturn to prices developed. Under a comparatively broad shipping inquiry, all classes showed a 15@20c advance over last Friday's levels. Thursday's top reached \$4.20, with bulk of 170- to 250-lb. weights ranging \$3.75@4.15. Most 250- to 280-lb. butchers brought \$3.50@3.75, with big weight butchers down to \$3.00. Light lights cleared at \$3.25@3.75, with bulk of packing sows moving at \$2.40@2.90, few up to \$2.95.

SHEEP—A combination of lighter general receipts, more reliable dressed trade and improved local shipping demand imparted a late bullish trend to

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fat lamb prices compared with last Friday, and a net 50c gain resulted, with some sales showing more advance to shippers. Late bulk of slaughter lambs cashed at \$6.85 to mostly \$7.00, with a few strictly choice kinds around \$7.15. Aged sheep held steady. Choice fat ewes continued to bring up to \$2.75; fat yearlings, \$4.75 down.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Sept. 7, 1933.

CATTLE—Compared with close last week: Steers closed barely steady to 15c lower on yearling and light weight kinds, with medium and heavyweights 15@25c lower; mixed yearlings and heifers, steady; beef cows, 15@25c lower; cutters and low cutters, weak; bulls, steady; vealers, 75c higher. Top yearling steers registered \$6.30, and medium weight steers \$6.25, with bulk of sales \$4.90@5.85. Top heifers brought \$6.20, and best mixed yearlings \$6.10, with majority of good and choice mixed yearlings and heifers \$5.25@6.10; medium fleshed kinds, \$4.25@5.00. Beef cows sold largely at \$2.50@3.00, with top \$3.75. Low cutters were most numerous at \$1.25@1.65. Sausage bulls were quotable up to \$2.90 in final deals, with good and choice vealers at \$7.00.

HOGS—A 5@10c advance was registered for lighter weight hogs, weights above 220 lbs. advancing 15@25c from late last week. Practical top Thursday was \$4.45, with bulk of hogs \$4.15@4.40; packing sows, mostly \$2.60@2.85.

SHEEP—Fat lambs advanced 25c to mostly 50c during the period, other classes finishing steady. All interests took choice lambs late at \$6.75@7.00, latter price top; buck lambs, \$1.00 less; throwout, \$3.50@4.00; slaughter ewes, \$1.00@2.75.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Sept. 6, 1933.

CATTLE—In spite of moderate receipts, trade on slaughter steers and yearlings has carried a weak undertone this week, current prices being steady to 25c lower than late last week. Most fed steers and yearlings are selling at \$4.50@5.50; three loads of yearlings, \$5.85; plain grassy steers, down to \$3.00. Butcher heifers sold at \$2.25@3.75; better dry-feds, \$4.25@5.50; common and medium beef cows, \$2.00@2.75; better grades, \$3.00@3.50; cutters, \$1.00@1.75; medium grade bulls, mostly \$2.60@2.85; better vealers, \$5.00@6.50, strictly choice \$7.00.

HOGS—Hog prices are somewhat higher than at the low time last week. Better 160 to 270 lbs. sold today at \$3.75@4.25; 270 to 350 lbs., \$3.10@3.75; light lights, \$3.50@4.00; strong-weight pigs, \$3.00@3.50; bulk packing sows, \$2.45@3.00.

SHEEP—Slaughter lamb prices are 25c higher than late last week, bulk selling today at \$6.50; two loads of closely sorted kinds to shippers, \$6.75. Slaughter ewes sold mostly at \$1.50@2.50.

Watch "wanted" page for bargains in equipment.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Sept. 7, 1933.

Very little change in demand or prices for hogs have been apparent from day to day at 22 concentration points and 7 packing plants in Iowa and Minnesota. Although prices have not been excessive, running to date around 20 per cent less than a week ago, some strength was noticeable, particularly on heavy butchers in late trading. Current prices around 5c higher than last week's close; 180 to 240 lbs., \$3.80@4.10; 250 to 300 lbs., \$3.10@3.85; short haul big weights, occasionally below \$2.75; light and medium weight packing sows, \$2.25@2.85; heavies, down to \$2.00 and under.

Receipts of hogs unloaded daily at these 22 concentration points and 7 packing plants for the week ended Sept. 6 were as follows:

	This week.	Last week.
Fri., Sept. 1.....	16,700	21,500
Sat., Sept. 2.....	16,900	19,000
Sun., Sept. 3.....	31,500	15,500
Mon., Sept. 4.....	16,400	18,400
Tue., Sept. 5.....	19,900	17,300

ST. LOUIS HOGS IN AUGUST.

Receipts, weights and range of top prices of hogs at National Stock Yards, Ill., for August, 1933, with comparisons, as reported by H. L. Sparks & Co.:

	Aug. 1933.	Aug. 1932.
Receipts, number.....	292,904 ¹	188,755
Average weight, lbs.....	221	209
Top prices:		
Highest.....	4.70	5.00
Lowest.....	4.30	4.30
Average cost.....	4.21	4.51

¹Includes approximately 50,000 pigs for government account.

Quality of hogs is running very good. Butcher hogs are getting a little more scarce but indications are that there will be plenty of good hogs right along to take care of packers' needs. Corn crop in this area is showing much improvement.

KINDS OF LIVESTOCK KILLED.

Classification of livestock slaughtered in the United States during June, with comparisons, is reported as follows:

	Cattle	Hogs	Sheep and lambs
June, 1933	50.63	43.89	5.48
June, 1932	56.23	39.81	3.96
At, 1932	54.36	42.06	3.58
June, 1933	46.56	52.84	.60
June, 1932	47.56	51.70	.74
At, 1932	48.00	50.90	.50

CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top livestock price summary, week ended Aug. 31, 1933:

	Week ended Aug. 31.	Prev. week.	Same week, 1932.
BUTCHER STEERS. Up to 1,050 lbs.			
Toronto.....	\$ 5.00	\$ 5.00	\$ 6.20
Montreal.....	5.00	5.25	6.25
Winnipeg.....	4.50	5.50	5.25
Calgary.....	3.00	4.25	4.00
Edmonton.....	3.50	3.50	4.25
Prince Albert.....	2.75	3.75	3.50
Moose Jaw.....	3.25	3.50	5.00
Saskatoon.....	4.00	3.00	....

	Week ended Aug. 31.	Prev. week.	Same week, 1932.
VEAL CALVES.			
Toronto.....	\$7.50	\$ 7.50	\$ 7.50
Montreal.....	6.25	5.25	6.00
Winnipeg.....	4.50	4.50	5.50
Calgary.....	3.00	4.00	4.50
Edmonton.....	3.75	3.50	4.00
Prince Albert.....	3.50	3.00	3.00
Moose Jaw.....	3.50	3.50	4.50
Saskatoon.....	3.50	3.25	5.00

	Week ended Aug. 31.	Prev. week.	Same week, 1932.
SELECT BACON HOGS.			
Toronto.....	\$ 7.50	\$ 7.25	\$ 5.75
Montreal.....	7.65	7.35	5.50
Winnipeg.....	7.00	6.75	5.25
Calgary.....	6.80	6.35	4.50
Edmonton.....	6.60	6.25	4.60
Prince Albert.....	6.70	6.45	4.95
Moose Jaw.....	6.75	6.50	4.85
Saskatoon.....	6.60	6.45	4.95

	Week ended Aug. 31.	Prev. week.	Same week, 1932.
GOOD LAMBS.			
Toronto.....	\$ 6.00	\$ 6.50	\$ 6.00
Montreal.....	6.00	5.50	5.25
Winnipeg.....	6.00	5.75	5.00
Calgary.....	3.75	4.50	4.25
Edmonton.....	3.50	3.50	3.75
Prince Albert.....	3.00	3.00	....
Moose Jaw.....	4.00	4.50	4.25
Saskatoon.....	4.00	3.50	3.75

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Sept. 2, 1933:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Sept. 2.....	207,000	1,414,000	421,000
Previous week.....	228,000	897,000	382,000
1932.....	232,000	415,000	425,000
1931.....	229,000	440,000	519,000
1929.....	248,000	452,000	443,000
1928.....	268,000	562,000	412,000

	Cattle.	Hogs.	Sheep.
Hogs at 11 markets:			
Week ended Sept. 2.....	1,175,000		
Previous week.....	812,000		
1932.....	332,000		
1931.....	382,000		
1930.....	390,000		
1929.....	490,000		
1928.....	353,000		

	Cattle.	Hogs.	Sheep.
At 7 markets:			
Week ended Sept. 2.....	185,000	1,076,000	246,000
Previous week.....	186,000	751,000	253,000
1932.....	177,000	275,000	254,000
1931.....	179,000	332,000	383,000
1930.....	189,000	328,000	329,000
1929.....	194,000	404,000	317,000
1928.....	201,000	305,000	294,000

NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Sept. 2, 1933:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	4,062	9,746	4,973	40,737
Central Union.....	2,190	916	27	14,495
New York.....	294	2,625	12,836	7,093
Total.....	6,546	13,290	17,736	62,267
Previous week.....	6,834	14,662	15,354	77,197
Two weeks ago.....	7,690	13,857	14,465	77,084

KENNETT-MURRAY

LIVESTOCK BUYING ORGANIZATION

Cincinnati, Ohio

Detroit, Mich. Dayton, Ohio

Louisville, Ky. LaFayette, Ind.

Indianapolis, Ind.

Nashville, Tenn. Omaha, Neb.

Montgomery, Ala. Sioux City, Ia.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 2, 1933, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,148	5,440	12,183
Swift & Co.	4,681	2,228	14,313
Morris & Co.	2,681	6,284	.....
Wilson & Co.	5,454	3,855	8,711
Anglo-Amer. Prov. Co.	1,228	.....	.....
G. H. Hammond Co.	2,687	644	.....
Libby, McNeill & Libby.	456	.....	.....
Shippers	13,987	12,340	14,383
Others	7,189	25,863	3,900

Brennan Pkg. Co., 3,539 hogs; Independent Pkg. Co., 1,085 hogs; Boyd, Lanham & Co., 217 hogs; Hygrade Food Prod. Corp., 3,865 hogs; Agar Pkg. Co., 2,459 hogs.

Total: 44,581 cattle, 5,693 calves, 61,584 hogs, 59,654 sheep.

Not including 2,450 cattle, 1,920 calves, 45,215 hogs, and 13,501 sheep bought direct.

KANSAS CITY.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,884	42,533	1,399
Cudahy Pkg. Co.	4,629	27,419	3,340
Morris & Co.	3,030	1,093	2,307
Swift & Co.	4,303	43,104	3,098
Wilson & Co.	4,363	31,514	3,091
Independent Pkg. Co.	.....	316	.....
Jos. Baum Pkg. Co.	293	.....	22
Shippers	541	2,165	19
Others	4,906	12,011	1,400
Total	26,949	160,155	14,676

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	6,274	30,186	8,844
Cudahy Pkg. Co.	5,820	25,248	8,413
Dold Pkg. Co.	836	15,321	.....
Morris & Co.	2,233	3,117	2,623
Swift & Co.	5,391	19,353	8,129
Others	.....	18,878	.....
Eagle Pkg. Co., 4 cattle; Geo. Hoffman Pkg. Co., 31 cattle; Grt. Omaha Pkg. Co., 27 cattle; Omaha Pkg. Co., 58 cattle; J. Roth & Sons, 17 cattle; So. Omaha Pkg. Co., 50 cattle; Lincoln Pkg. Co., 502 cattle; Nagle Pkg. Co., 166 cattle; Sinclair Pkg. Co., 189 cattle; Wilson & Co., 787 cattle.	.....	.....	.....
Total	22,385	112,133	28,009

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,072	2,217	7,190	4,544
Swift & Co.	4,201	2,791	5,074	3,591
Morris & Co.	.....	700	.....	.....
Hunter Pkg. Co.	1,101	.....	1,794	408
Hell Pkg. Co.	.....	.....	1,195	.....
Krey Pkg. Co.	.....	.....	1,857	.....
Shippers	3,568	3,158	20,220	312
Others	5,044	138	28,471	1,298
Total	17,966	9,244	65,780	10,243

Not including 3,066 cattle, 3,851 calves, 29,332 hogs and 2,404 sheep bought direct.

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Krey Pkg. Co.	18	.....	880	.....
Laclede Pkg. Co.	22	.....	233	.....
Siehoff Pkg. Co.	27	.....	380	.....
Sokolik Pkg. Co.	39	.....	.....	.....
Shippers	654	875	3,375	2,970
Others	63	45	636	3,100
Total	814	620	6,104	6,112

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,125	738	33,821	11,084
Armour and Co.	4,084	735	37,178	5,043
Others	1,022	58	8,063	2,205
Total	8,201	1,531	74,662	10,532

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,811	156	7,851	3,938
Armour and Co.	3,352	134	7,554	4,052
Swift & Co.	2,192	92	4,074	3,538
Shippers	1,437	38	7,269	.....
Others	166	10	41	.....
Total	9,958	430	26,780	11,543

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,852	539	32,103	3,534
Armour and Co.	590	71	5,907	34
Hilgemeyer Bros.	.....	1,016	.....	.....
Brown Bros.	92	21	206	.....
Stumpf Bros.	.....	107	.....	.....
Meier Pkg. Co.	88	3	225	.....
Indiana Prov. Co.	28	9	200	6
Schaefer Pkg. Co.	43	.....	387	.....
Maass-Hartman Co.	25	6	.....	.....
Art Wabnitz	21	46	.....	47
Shippers	1,452	1,819	22,767	0,170
Others	987	82	259	1,171
Total	4,063	2,595	63,180	10,962

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,166	540	2,789	856
Dold Pkg. Co.	622	27	1,903	33
Wichita D. B. Co.	26	.....	.....	.....
Dunn-Ostertag	20	.....	.....	.....
Fred W. Dold & Sons	100	.....	582	.....
Sunflower Pkg. Co.	41	.....	208	.....
Total	2,246	567	5,477	889

Not including 2,801 hogs bought direct.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,367	465	33,512	429
Wilson & Co.	1,202	509	27,108	482
Others	120	40	335	.....
Total	2,689	1,110	60,955	911

Not including 29 cattle bought direct.

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,773	2,895	5,831	6,053
Cudahy Pkg. Co.	655	1,312	.....	.....
Swift & Co.	5,228	4,344	13,733	10,141
United Pkg. Co.	1,677	123	.....	.....
Others	1,064	18	7,644	.....
Total	12,397	8,602	26,852	16,704

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,983	3,371	9,591	1,357
Swift & Co., Chi.	.....	.....	.....	641
Omaha Pkg. Co., Chi.	100	.....	1,624	.....
U. D. B. Co., N. Y.	70	.....	.....	.....
R. Gums & Co.	64	20	54	.....
Armour & Co., Mil.	805	1,747	.....	.....
N.Y.B.D.M. Co., N.Y.	40	.....	.....	.....
Shippers	437	7	214	56
Others	540	503	278	404
Total	4,009	5,648	10,137	3,982

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	.....	.....	.....	325
Ideal Pkg. Co.	0	.....	490	.....
E. Kahn's Sons Co.	1,087	344	6,715	1,060
Kroger G. & B. Co.	150	87	1,238	.....
J. H. Meyer Pkg. Co.	14	.....	5,202	.....
H. H. Meyer Pkg. Co.	7	.....	663	.....
A. Sander Pkg. Co.	219	183	.....	96
J. F. Schroter Pkg.	19	.....	3,330	.....
John F. Stegner Co.	212	238	3,092	3,775
Shippers	79	523	3,092	3,775
Others	1,314	238	280	432
Total	3,005	1,613	22,138	5,768

Not including 126 cattle, 794 calves, 904 hogs and 89 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Sept. 2, 1933, with comparisons:

CATTLE.

	Week ended Sept. 2.	Prev. week.	Cor. week.
Chicago	44,531	46,472	47,864
Kansas City	26,949	27,636	28,252
Omaha	22,385	26,685	17,582
East St. Louis	17,966	15,185	16,080
St. Louis	814	814	.....
St. Joseph	8,201	6,918	5,523
Sioux City	9,958	14,128	5,062
Oklahoma City	2,689	3,156	3,283
Wichita	2,246	1,829	2,288
St. Paul	12,397	2,918	2,101
Milwaukee	4,009	11,032	10,341
Indianapolis	4,063	3,966	3,407
Cincinnati	3,005	5,120	4,955
Total	164,240	172,155	152,457

HOGS.

	Week ended Sept. 2.	Prev. week.	Cor. week.
Chicago	61,584	75,712	75,596
Kansas City	160,155	125,878	24,260
Omaha	112,133	89,031	42,177
East St. Louis	65,780	60,523	47,496
St. Louis	6,104	.....	.....
St. Joseph	74,662	50,902	18,453
Sioux City	26,780	27,317	5,658
Oklahoma City	60,955	4,781	8,502
Wichita	5,477	5,598	9,449
Denver	15,742	5,706	6,786
St. Paul	26,852	18,596	25,195
Milwaukee	10,137	9,828	8,455
Indianapolis	63,180	36,914	29,126
Cincinnati	22,138	19,867	17,882
Total	711,088	529,852	317,885

*Including pigs and sows bought for government account.

SHEEP.

	Week ended Sept. 2.	Prev. week.	Cor. week.
Chicago	59,654	76,207	91,983
Kansas City	14,676	15,523	16,905
Omaha	28,009	16,515	25,947
East St. Louis	10,243	14,130	15,350
St. Louis	6,112	.....	.....
St. Joseph	19,532	23,285	21,977
Sioux City	11,543	4,422	3,384
Oklahoma City	911	1,163	786
Wichita	889	949	1,463
Denver	41,472	28,743	47,126
St. Paul	16,794	13,641	13,583
Milwaukee	3,982	4,828	3,787
Indianapolis	10,962	11,219	10,184
Cincinnati	5,768	9,155	13,412
Total	230,547	219,550	263,597

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 28	19,363	1,651	51,419	17,940
Tues., Aug. 29	7,468	1,922	46,522	13,668
Wed., Aug. 30	9,440	1,531	62,260	14,213
Thurs., Aug. 31	6,217	1,563	53,906	18,982
Fri., Sept. 1	2,142	690	55,087	9,705
Sat., Sept. 2	300	200	25,000	3,000
Total this week	44,930	7,589	294,146	77,496
Previous week	50,743	8,130	314,560	81,070
Year ago	46,681	8,580	114,596	90,797
Two years ago	49,087	9,069	107,335	106,381

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 28	3,585	20	4,044	3,023
Tues., Aug. 29	2,801	83	2,180	2,615
Wed., Aug. 30	2,801	10	1,415	1,347
Thurs., Aug. 31	2,273	.....	1,428	2,034
Fri., Sept. 1	1,193	.....	2,084	2,244
Sat., Sept. 2	100	.....	100	500
Total this week	13,508	119	11,251	12,272
Previous week	14,443	105	15,769	19,580
Year ago	12,512	550	9,946	19,180
Two years ago	17,286	284	28,436	28,452

Total receipts for month and year to Sept. 2, with comparisons:

	1933.	1932.	1931.	1930.
Cattle	2,442	7,315	1,904,174	1,290,291
Calves	869	2,321	304,962	316,932
Hogs	80,037	29,400	4,837,524	4,534,073
Sheep	12,705	31,257	2,324,931	2,537,373

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.	Lambs.
Week ended Sept. 2	\$ 5.75	\$ 3.75	\$ 2.35	\$ 6.20	.....
Previous week	5.90	3.90	2.25	6.35	.....
1932	7.00	4.10	3.00	5.90	.....
1931	8.95	5.85	1.50	4.20	.....
1930	10.50	10.00	3.25	8.00	.....
1929	14.00	10.35	4.75	13.10	.....
1928	15.65	12.05	6.10	14.55	.....
Av. 1928-1932	\$11.35	\$ 8.45	\$ 3.50	\$ 9.00	.....

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hoga.	Sheep.
*Week ended Sept. 2...	31,400	282,500	64,200
Previous week	36,300	158,731	61,499
1932	34,169	104,650	77,597
1931	31,801	86,909	77,900
1930	34,546	82,941	75,339
1929	35,121	115,990	69,896
1928	34,332	62,562	58,606
1927	35,015	76,190	69,633

RECEIPTS AT CENTERS

SATURDAY, SEPTEMBER 2, 1933.

Union Cattle.	Hogs.	Sheep.
Chicago	200	25,000
Kansas City	250	18,000
Omaha	225	16,000
St. Louis	200	8,500
St. Joseph	75	11,000
St. Paul	250	25,000
Fort Worth	400	14,000
Milwaukee	100	1,500
Denver	100	800
Louisville	100	2,000
Wichita	100	5,000
Indianapolis	100	5,000
Pittsburgh	100	600
Cincinnati	100	2,500
Buffalo	100	5,000
Nashville	200	3,500

MONDAY, SEPTEMBER 4, 1933.

HOLIDAY.

TUESDAY, SEPTEMBER 5, 1933.

Chicago	19,000	70,000	28,000
Kansas City	7,500	25,000	4,000
Omaha	7,500	18,000	16,000
St. Louis	4,700	18,000	2,000
St. Joseph	1,800	13,500	6,000
St. Paul	2,500	11,500	6,000
Fort Worth	2,000	11,000	6,000
Milwaukee	1,100	400	400
Denver	1,100	2,100	5,000
Louisville	500	3,900	1,400
Wichita	500	3,000	400
Indianapolis	1,800	12,000	2,000
Pittsburgh	1,500	500	1,000
Cincinnati	200	2,400	100
Buffalo	200	6,000	2,000
Nashville	300	4,800	900

WEDNESDAY, SEPTEMBER 6, 1933.

Chicago	10,000	80,000	14,000
Kansas City	8,500	23,000	4,000
Omaha	5,500	24,000	10,500
St. Louis	4,500	20,000	2,000
St. Joseph	1,200	14,000	4,000
St. Paul	3,000	15,000	4,000
Fort Worth	1,200	12,000	500
Milwaukee	1,400	500	400
Denver	800	5,000	800
Louisville	300	4,600	500
Wichita	500	11,000	800
Indianapolis	1,200	12,000	2,000
Pittsburgh	1,000	600	800
Cincinnati	700	6,000	3,000
Buffalo	100	11,800	600
Cleveland	200	5,000	2,000
Nashville	100	3,700	400

THURSDAY, SEPTEMBER 7, 1933.

Chicago	10,000	70,000	15,000
Kansas City	3,500	20,000	5,000
Omaha	4,300	20,000	11,000
St. Louis	3,500	18,000	1,800
St. Joseph	1,500	11,000	700
St. Paul	1,000	14,000	2,000
Fort Worth	4,200	13,000	4,500
Milwaukee	1,000	600	800
Denver	800	4,000	700
Louisville	600	2,500	15,200
Wichita	400	5,000	1,000
Indianapolis	700	6,000	2,000
Pittsburgh	100	1,800	2,000
Cincinnati	800	5,000	1,500
Buffalo	100	8,000	600
Cleveland	200	6,000	1,000
Nashville	100	2,700	300

FRIDAY, SEPTEMBER 8, 1933.

Chicago	1,500	30,000	22,000
Kansas City	1,000	10,000	3,000
Omaha	1,200	23,000	9,000
St. Louis	1,000	17,000	1,000
St. Joseph	800	12,000	2,500
St. Paul	1,000	11,000	4,500
Fort Worth	3,000	17,000	7,000
Milwaukee	800	3,500	2,900
Denver	100	1,400	12
Wichita	200	8,600	100
Indianapolis	400	12,000	1,500
Pittsburgh	100	1,500	2,000
Cincinnati	800	5,000	2,200
Buffalo	200	17,100	1,000
Cleveland	200	5,000	1,100

U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Sept. 1, 1933, as reported to THE NATIONAL PROVISIONER:

	Week ended Sept. 1, 1933.	Prev. week, 1932.	Cor. week, 1932.
Chicago	114,311	116,979	96,463
Kansas City, Kan.	49,418	44,437	39,526
Omaha	39,632	35,298	30,714
St. Louis & East St. Louis	57,885	60,906	48,848
St. Joseph	19,611	17,676	4,601
St. Paul	32,413	23,043	25,976
St. Paul	23,209	23,949	16,131
N. Y., Newark, J. C.	37,001	38,351	39,876
Total	373,500	380,639	294,135

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Sept. 7, 1933, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (Soft or cilly hogs and rearing pigs excluded):					
Lt. lt. (140-160 lbs.) gd-ch.	\$3.75@ 4.40	\$3.75@ 4.35	\$3.00@ 3.90	\$3.25@ 4.00	\$3.50@ 4.00
Lt. wt. (160-180 lbs.) gd-ch.	4.25@ 4.50	4.25@ 4.45	3.75@ 4.00	3.75@ 4.10	3.75@ 4.15
(180-200 lbs.) gd-ch.	4.40@ 4.55	4.35@ 4.45	3.75@ 4.10	3.85@ 4.10	4.00@ 4.15
(200-220 lbs.) gd-ch.	4.40@ 4.60	4.30@ 4.45	3.75@ 4.10	3.85@ 4.10	4.00@ 4.15
(220-250 lbs.) gd-ch.	4.15@ 4.50	4.10@ 4.40	3.75@ 4.05	3.75@ 4.05	3.75@ 4.15
Hvy. wt. (250-280 lbs.) gd-ch.	3.70@ 4.30	3.85@ 4.20	3.60@ 3.85	3.40@ 3.80	3.35@ 4.00
(280-350 lbs.) gd-ch.	3.35@ 3.80	3.60@ 3.90	3.15@ 3.65	3.15@ 3.45	3.00@ 3.50
Pkg. sows (275-500 lbs.) med-ch.	3.00@ 3.40	2.85@ 2.90	2.75@ 2.85	2.60@ 2.80	2.85@ 2.90
(350-425 lbs.) good	2.80@ 3.10	2.60@ 2.85	2.65@ 2.75	2.30@ 2.60	2.40@ 2.85
(325-550 lbs.) good	2.65@ 2.90	2.50@ 2.80	2.25@ 2.65	2.00@ 2.30	2.25@ 2.50
(275-550 lbs.) good	2.50@ 3.00	2.40@ 2.65	2.25@ 2.40	1.90@ 2.25	2.25@ 2.55
Str. pigs (100-130 lbs.) gd-ch.	2.50@ 3.75	2.50@ 3.65		2.75@ 3.25	3.00@ 3.50
Av. cost & wt. Wed. (Pigs excl.)	3.87-258 lbs.	4.07-213 lbs.	3.22-274 lbs.	3.84-234 lbs.	

Slaughter Cattle and Calves:

STEERS (600-900 LBS.):

Choice	6.25@ 6.75	6.25@ 6.75	5.75@ 6.50	5.50@ 6.25	5.75@ 6.40
Good	5.25@ 6.25	5.25@ 6.25	5.00@ 5.85	4.85@ 5.50	4.75@ 5.75
Medium	4.25@ 5.25	3.75@ 5.25	4.00@ 5.00	3.50@ 4.85	3.75@ 4.75
Common	3.00@ 4.00	3.00@ 3.75	2.75@ 4.00	2.75@ 3.50	2.75@ 3.75

STEERS (900-1100 LBS.):

Choice	6.25@ 7.00	6.25@ 6.75	5.85@ 6.80	5.50@ 6.25	5.75@ 6.40
Good	5.25@ 6.25	5.25@ 6.25	5.00@ 6.00	4.75@ 5.50	4.75@ 5.75
Medium	4.25@ 5.25	3.75@ 5.25	4.00@ 5.00	3.50@ 4.85	3.75@ 4.75
Common	3.00@ 4.00	3.00@ 3.75	2.75@ 4.00	2.75@ 3.50	2.75@ 3.75

STEERS (1100-1300 LBS.):

Choice	6.25@ 7.00	6.25@ 6.75	6.00@ 6.80	5.50@ 6.25	5.75@ 6.25
Good	5.50@ 6.25	5.25@ 6.25	5.00@ 6.00	4.75@ 5.50	4.75@ 5.75
Medium	4.25@ 5.75	3.75@ 5.25	4.00@ 5.00	3.75@ 4.75	3.75@ 4.75

STEERS (1300-1500 LBS.):

Choice	6.25@ 7.00	6.25@ 6.50	6.00@ 6.80	5.50@ 6.25	5.75@ 6.25
Good	5.75@ 6.50	5.25@ 6.25	5.00@ 6.00	4.75@ 5.50	4.75@ 5.75

HEIFERS (550-850 LBS.):

Choice	5.50@ 6.25	5.75@ 6.50	5.35@ 5.75	5.25@ 5.75	5.00@ 6.00
Good	5.00@ 5.75	5.25@ 5.75	4.75@ 5.35	4.60@ 5.50	4.00@ 5.00
Medium	2.50@ 5.00	2.50@ 5.25	2.75@ 4.75	2.50@ 4.00	2.25@ 4.00
Common	4.75@ 6.00		4.75@ 5.75	4.60@ 5.75	4.00@ 6.00

COWS:

Choice	2.50@ 4.75		2.50@ 4.75	2.50@ 4.00	2.25@ 4.00
Good	3.25@ 4.50	3.25@ 3.75	3.00@ 4.25	2.75@ 3.35	3.00@ 3.50
Com-med.	2.35@ 3.25	2.35@ 3.25	2.25@ 3.00	2.35@ 2.75	2.00@ 3.00
Low cutter and cutter	1.50@ 2.35	1.00@ 2.35	1.00@ 2.25	1.50@ 2.25	1.25@ 2.00

BULLS (YAL. EX. BEEF):

Good-choice	3.25@ 4.00	3.00@ 3.50	2.50@ 3.25	2.85@ 3.25	2.85@ 3.25
Cul-med.	2.25@ 3.35	2.00@ 3.00	1.75@ 2.65	1.75@ 2.85	1.75@ 2.85

WEALERS (MILK-FED):

Good-choice	6.50@ 8.00	5.50@ 7.00	5.00@ 6.00	4.00@ 6.00	5.00@ 7.00
Medium	5.50@ 6.50	4.00@ 5.50	3.50@ 5.00	3.00@ 4.00	3.50@ 5.00
Cul-med.	4.00@ 5.50	2.00@ 4.50	2.50@ 3.50	2.00@ 3.00	2.00@ 3.50

CALVES (250-500 LBS.):

Good-choice	4.00@ 5.00	4.75@ 5.75	4.00@ 5.00	3.50@ 5.00	3.00@ 4.50
Cul-med.	2.50@ 4.00	2.75@ 4.75	2.75@ 4.00	2.00@ 3.00	1.50@ 3.00

Slaughter Sheep and Lambs:

LAMBS:

(90 lbs. down) gd-ch.	6.75@ 7.75	6.00@ 7.00	6.75@ 7.00	6.50@ 7.25	6.00@ 6.75
Com-med.	4.00@ 7.00	3.50@ 6.00	4.25@ 6.75	4.50@ 6.50	4.00@ 6.00

YEARLING WETHERS:

(90-110 lbs.) gd-ch.	4.25@ 5.05	4.00@ 5.00	4.00@ 5.00	4.25@ 4.85	4.25@ 5.00
Medium	3.75@ 4.75	3.25@ 4.00	3.25@ 4.00	3.50@ 4.25	3.25@ 4.25

EWES:

(90-120 lbs.) gd-ch.	1.75@ 3.00	2.00@ 2.75	1.75@ 2.75	2.00@ 2.75	2.25@ 3.00
(120-150 lbs.) gd-ch.	1.50@ 2.75	1.50@ 2.50	1.50@ 2.50	1.25@ 2.50	1.75@ 3.00
(All weights) com-med.	.75@ 2.00	1.00@ 2.00	1.00@ 1.75	1.00@ 2.00	1.00@ 2.25

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 18 centers for the week ended September 2, 1933.

	Week ended, Sept. 2, 1933.	Prev. week, 1932.	Cor. week, 1932.
Chicago	32,904	35,131	36,284
Kansas City	28,949	27,636	28,252
Omaha	22,080	25,185	17,042
East St. Louis	20,494	20,863	14,817
St. Joseph	8,968	7,476	5,068
St. Paul	8,324	12,733	4,493
Wichita	2,813	2,197	2,935
Fort Worth			3,986
Philadelphia	1,708	1,750	1,807
Indianapolis	1,534	2,011	1,579
New York & Jersey City	8,913	8,319	8,254
Oklahoma City	3,828	4,071	4,702
Cincinnati	3,977	4,365	3,883
Denver	3,447	2,918	2,136
St. Paul	11,333	11,032	
Milwaukee	3,430	3,510	
Total	161,582	169,211	135,896

HOGS.

Chicago	95,089	138,541	112,078
Kansas City	49,418	44,437	39,526
Omaha	62,645	75,686	33,606
East St. Louis	45,560	36,874	26,746
St. Joseph	41,178	49,179	17,187
St. Paul	19,516	52,631	4,406
Wichita	8,528	8,553	11,500
Fort Worth			3,794
Philadelphia	19,068	18,617	16,437
Indianapolis	15,396	14,928	11,651
New York & Jersey City	50,647	58,819	39,001
Oklahoma City	20,955	4,751	8,502
Cincinnati	21,101	17,750	16,524
Denver	15,742	4,806	6,320

St. Paul	47,506	85,302	
Milwaukee	10,025	9,821	
Total	508,424	601,025	347,340

SHEEP.

Chicago	58,572	66,061	91,109
Kansas City	14,676	15,323	16,905
Omaha	34,257	28,620	37,579
East St. Louis	9,931	12,986	9,542
St. Joseph	17,327	21,312	21,100
St. Paul	11,167	5,345	5,735
Wichita	889	949	1,583
Fort Worth	.....	.....	4,888
Philadelphia	.....	6,738	9,735
Indianapolis	3,673	4,873	15,050
New York & Jersey City	67,559	71,854	78,262
Oklahoma City	911	1,103	791
Cincinnati	2,136	3,042	6,240
Denver	41,472	7,403	3,740
St. Paul	16,794	13,641	.....
Milwaukee	1,700	1,600	.....
Total	281,873	290,620	288,546

Chicago Section

John Jones, Geo. A. Hormel & Co., Austin, Minn., was in the city on a business trip.

H. L. MacWilliams of the Dold Packing Co., Omaha, Nebr., was a Chicago visitor this week.

Harry P. Doyle, Kingan & Co., Indianapolis, Ind., was in Chicago this week on business.

Frank A. Hunter, president, Hunter Packing Co., East St. Louis, Ill., spent a few days in Chicago the past week.

J. R. Douglass, meat buyer for the Kroger Grocery & Baking Co., Memphis, Tenn., was a recent visitor in the city.

M. F. Strauss, vice president, Memphis Packing Corp., Memphis, Tenn., was among those seen in the Chicago loop this week.

Purchases of livestock at Chicago by principal packers for the first three days of this week totaled 20,304 cattle, 3,188 calves, 33,720 hogs, 34,479 sheep.

J. S. Heisey, Carstens Packing Company, Tacoma, Wash., was a visitor at A Century of Progress Exposition this week. Accompanied by Mrs. Heisey, he was returning to Tacoma from a trip East.

John W. Hall, well-known by-product broker, as is his yearly custom, is in Rochester, Minn., where he is having a "check up" by the Mayo Brothers. John is a firm believer in the old adage that an ounce of prevention is worth a pound of cure.

Provision shipments from Chicago for the week ended Sept. 1, 1933, with comparisons, were as follows:

	5 days Sept. 1.	Previous week.	Same week, '32.
Cured meats, lbs.	16,215,000	18,946,000	20,816,000
Fresh meats, lbs.	35,887,000	41,551,000	36,446,000
Lard, lbs.	5,987,000	5,194,000	6,508,000

Word has been received in Chicago that Morris H. Stimson, for the past five years an executive of Mitts & Merrill, packinghouse equipment manufacturers, has been elected president of the firm, succeeding the late Sylvanus S. Mitts, one of the founders. Prior to joining Mitts & Merrill, Mr. Stimson was in the employ of the United States Radiator Company. Otto Schupp is vice-president of the company Emil A. Tessin, secretary, and R. Perry Shorts, treasurer.

Watch "Wanted" page for bargains.

MEAT AND LARD STOCKS.

Stocks of meat and lard on hand at the seven principal markets of the country on September 1 showed a slight decline from those of a month earlier but are more than 50,000,000 lbs. higher than those of a year ago. Lard stocks are double those of September 1, 1932. The principal decline during the month was in regular hams, bellies and picnics. With the exception of skinned hams, stocks of all cuts are considerably higher than those on hand last year at this time.

Unusually heavy slaughter without attendant increases in outlet resulted in the heavy accumulations on hand. Federal inspected slaughter during June, July and August was the heaviest for this period of record. At the same time export outlet was curtailed and the domestic market weak.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on August 31, 1933, with comparisons as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Aug. 31, 1933.	July 31, 1933.	Aug. 31, 1932.
Tot. S.P. meats	213,196,240	224,993,202	182,978,218
Tot. D.S. meats	79,004,359	75,006,352	55,549,544
Tot. all meats	306,662,168	315,062,896	252,339,942
P.S. lard	128,996,199	122,071,032	64,245,025
Other lard	24,998,234	33,328,452	23,290,801
Total lard	153,994,433	155,400,514	77,535,826
S.P. reg. hams	44,523,912	49,577,927	37,508,269
S.P. skn'd hams	70,995,503	60,129,991	77,696,394
S.P. bellies	62,179,240	67,920,619	50,753,591
S.P. picnics	35,345,054	38,131,721	16,704,102
D.S. bellies	65,220,299	60,181,962	44,510,543
D.S. fat backs	12,650,020	12,982,633	10,102,616

CHICAGO AUGUST CLEARINGS.

Exports of packinghouse products clearing direct from Chicago during the month of August, 1933, included the following:

	Lbs.
Pickled pork:	
To Newfoundland	425,000
Canada	330,400
Canned pork tongues to England	112,320
Beef casings to Germany	5,108
Hog casings:	
To Germany	2,264
New Zealand	7,470
Lard:	
To England	789,023
Belgium	93,730
Holland	330,622
Germany	1,107,593
France	144,469
Canada	29,108
Grease stearine to Holland	11,958
Animal grease to Holland	583,843
Cattle hair:	
To Germany	9,736
France	3,330
Hog hair:	
To England	100,787
Germany	16,206
Belgium	41,304
Dried blood to Germany	44,000

ACCIDENT PREVENTION GAINS.

Two plants in the meat packing industry—Armour and Company, Milwaukee, Wis., and Interstate Packing Co., Winona, Minn.—have operated nineteen months without a lost-time accident, according to a recent bulletin of the Institute of American Meat Packers. Thirty additional plants of member companies of the Institute operated during July without any lost-time accidents and either retained or received Institute safety award pennants. These plants are:

Abraham Brothers Packing Co., Memphis, Tenn.; J. H. Allison & Co., Chattanooga, Tenn.; Armour and Company, Fargo, N. D.; Armour and Company, Indianapolis, Ind.; Armour and Company, Fowler Packing Co., Kansas City, Kans.; Armstrong Packing Co., Dallas, Tex.; Burns & Co., Ltd., Prince Albert, Canada; Burns & Co., Ltd., Regina, Canada; Jacob E. Decker & Sons, Mason City, Ia.; Derby Foods, Inc., Chicago, Ill.; Dold Packing Co., Omaha, Nebr.; Dunlevy-Franklin Co., Pittsburgh, Pa.; Eckert Packing Co., Henderson, Ky.; Field Packing Co., Bowling Green, Ky.; Field Packing Co., Owensboro, Ky.; Adolf Gobel, Inc., C. Lehmann Packing Co., Brooklyn, N. Y.; Albert F. Goetze, Inc., Baltimore, Md.; The Hull & Dillon Packing Co., Pittsburgh, Kans.; Harry Manaster & Brother, Chicago, Ill.; Mutual Sausage Co., Chicago, Ill.; E. W. Penley, Auburn, Me.; Reynolds Packing Co., Union City, Tenn.; Rochester Packing Co., Rochester, N. Y.; Stahl-Meyer, Inc., F. A. Ferris & Co., New York, N. Y.; Steiner Packing Co., Youngstown, O.; Swift & Company, Denver, Colo.; Swift & Company, Watertown, S. D.; Swift Canadian Co., Ltd., Toronto, Canada; Wilmington Provision Co., Wilmington, Del.; Wilson Provision Co., Peoria, Ill.

Average accident frequency rate for all plants reporting for July was 24. Accident-frequency rate for July, 1932, was 19.

FAT MARKETS IN FRANCE.

(Special Report to The National Provisioner from Emmanuel Weidling and A. Bloch.)

Paris, Aug. 24, 1933.

Business in lard continues very quiet, with French customers rather resellers than buyers of American prime western steam lard.

European choicest edible grades of cotton oil were quoted at parity of about 230 to 235 francs per 100 kilos, with a very small current of sales.

Paris official quotation on French technical tallow declined from 162.50 francs per 100 kilos at the beginning of August to 155 francs actual.



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PERISHABLE FREIGHT HEARING.

The subjects listed here are among those to be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, room 308, Union Station building, 516 W. Jackson Blvd., Chicago, Ill., on Tuesday, September 12, 1933, commencing at 10 a.m. local time. Shippers desirous of presenting their views may appear before the committee or communicate with the chairman prior to the date mentioned.

2855 #Top icing vegetables.

2867 #Cost of fuel.

2894 #Cars ordered but not used.

2900 #Computing heater charges based on varying minimum weights.

2934 #Transporting eggs under Carriers' Protective Service Against Cold.

2939 #Charges on mixed carloads transported under Carriers' Protective Service Against Cold.

2956 #Handling traffic between New York Group B points and New Jersey stations under Rule 240.

2957 #Allowance to shippers for ice supplied at loading point.

2971 #Shippers' instructions — Waybill notations.

2976 #Allowing shippers to perform icing service at loading station on shipments moving on cost of ice basis.

2978 #Icing by shippers—Re-top icing in transit.

2981 #Idaho groupings.

2984 #Charges on shipments reconditioned moving under through stated refrigeration charges.

2986 #Change in service on shipments billed "Do not re-ice" to standard refrigeration.

2987 #Re-icing Rule 240 shipments in transit.

2991 #Refrigeration charges New Mexico to interstate points.

2994 #Carriers' Protective Service Against Cold via Chesapeake and Ohio Railway Company.

2996 #Shippers instructions.

2997 #Re-icing in transit shipments initially iced billed "Do not re-ice."

3001 #Handling shipments under refrigeration with ventilators open.

3004 #Waiving detention charges at loading point on cars forwarded in regular trains.

3010 #Re-icing cars at loading station.

3011 *Change in season for Carriers' Protective Service Against Cold.

3013 #Return of false floors.

3015 #Delivery of cars on team tracks with bunkers three-fourths full moving under standard refrigeration service.

3016 #Pre-iced car loaded with perishable freight cooled in car at point of origin or cooled in transit by shipper.

3021 #Transportation of caretakers with carload shipments of bananas.

3022 #Unloading and reloading at destination.

3023 #Extension of time limit at loading point on shipments moving under Carriers' Protective Service Against Cold.

3027 #Defining protective service.

3028 #Furnishing carriers protective service against cold in bunker type refrigerator cars.

3029 #Papering bulkheads.

3031 #Manipulating vents on shipments handled under pre-cooling service.

3032 #Re-icing cars at point of origin billed "Do not re-ice."

*Shippers proposal. — Carriers proposal.

KNOW YOUR MARKET!

OUR confidential service, through an appraisal of facts, provides business interests of essential food industries with the means of accurately judging the correctness of prices with respect to current supply and demand conditions, so that risks incident to inventory investments may be reduced to a minimum.

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Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
September 7, 1933.

REGULAR HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
8-10	8 1/4	9 1/4	10
10-12	8 1/4	9 1/4	10
12-14	8 1/4	9 1/4	10
14-16	8 1/4	9 1/4	10
16-18 range	8 1/4	9 1/4	10

BOILING HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
16-18	8	9 1/4	10
18-20	8 1/4	9 1/4	10
20-22	8 1/4	9 1/4	10
16-22 range	8 1/4	9 1/4	10

SKINNED HAMS.

	Green Standard.	Sweet Pickled Standard.	Fancy.
10-12	9 1/4	10	10 1/4
12-14	9 1/4	10	10 1/4
14-16	9 1/4	10	10 1/4
16-18	9 1/4	10	10 1/4
18-20	8 1/4	9 1/4	10
20-22	8 1/4	9 1/4	10
22-24	7 1/4	9	10
24-26	7 1/4	8 1/4	10
26-30	6 1/4	7	10
30-35	6	6 1/4	10

PICNICS.

	Green Standard.	Sweet Pickled Standard.	Sh. Shank.
4-6	4 1/4	4 1/4	5 1/4
6-8	4 1/4	4 1/4	5 1/4
8-10	4 1/4	4 1/4	5 1/4
10-12	4 1/4	4 1/4	5 1/4
12-14	4 1/4	4 1/4	5 1/4

BELLIES.

	Green Sq. Scls.	S.P.	Cured Dry Cured.
6-8	8 1/4	8 1/4	8 1/4
8-10	8 1/4	8 1/4	8 1/4
10-12	8 1/4	8 1/4	8 1/4
12-14	8 1/4	8 1/4	8 1/4
14-16	7 1/4	7 1/4	8 1/4
16-18	7 1/4	7 1/4	8 1/4

D. S. BELLIES.

	Clear Standard.	Fancy.	Hub
14-16	6	6 1/4	6 1/4
16-18	6	6 1/4	6 1/4
18-20	6	6 1/4	6 1/4
20-25	5 1/4	6 1/4	6 1/4
25-30	5 1/4	6 1/4	6 1/4
30-35	5 1/4	6 1/4	6 1/4
35-40	5 1/4	6 1/4	6 1/4
40-50	5 1/4	6 1/4	6 1/4
50-60	5 1/4	6 1/4	6 1/4

D. S. FAT BACKS.

	Standard.	Export Trim.
8-10	4 1/4	4 1/4
10-12	4 1/4	4 1/4
12-14	4 1/4	4 1/4
14-16	5 1/4	5 1/4
16-18	5 1/4	5 1/4
18-20	5 1/4	5 1/4
20-25	5 1/4	5 1/4

OTHER D. S. MEATS.

Extra short clears	35-45	3 1/4 n
Extra short ribs	35-45	5 1/4 n
Regular plates	6-8	4 1/4
Clear butts	4-6	4 1/4
Jowl butts	4-6	4 1/4
Green square jowls	5	5
Green rough jowls	4 1/4	4 1/4

LARD.

Prime steam, cash	5.50
Prime steam, loose	4.85
Refined, in export boxes—N. Y.	6.20
Neutral, in tierces	6.62 1/2
Raw leaf	4.87 1/2

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

SATURDAY, SEPTEMBER 2, 1933.
HOLIDAY. NO MARKET.

MONDAY, SEPTEMBER 4, 1933.
HOLIDAY. NO MARKET.

TUESDAY, SEPTEMBER 5, 1933.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	5.60	5.60	5.40	5.40ax
Oct. ...	5.77 1/2	5.77 1/2	5.60	5.60ax
Nov. ...	6.15	6.15	5.90	5.75a
Dec. ...	6.45	6.45	6.35	6.35ax
CLEAR BELLIES—				
Sept. ...	5.57 1/2	5.57 1/2	5.57 1/2	5.57 1/2
Oct. ...	5.95	5.95	5.85	5.85
Nov. ...	6.05	6.05	5.85	5.85
Dec. ...	6.75	6.75	6.65	6.65

WEDNESDAY, SEPTEMBER 6, 1933.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	5.35	5.42 1/2	5.35	5.40b
Oct. ...	5.55	5.60	5.55	5.57 1/2
Nov. ...	5.75	5.80	5.75	5.75
Dec. ...	5.92 1/2	5.92 1/2	5.85	5.90
Jan. ...	6.50-20	6.50	6.20	6.52 1/2 ax
CLEAR BELLIES—				
Sept. ...	5.55	5.57 1/2	5.50	5.70ax
Oct. ...	5.85	5.87 1/2	5.80	5.80
Nov. ...	6.15	6.15	6.05	6.50ax
Dec. ...	6.45	6.45	6.35	6.50ax

THURSDAY, SEPTEMBER 7, 1933.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	5.45	5.45	5.42 1/2	5.45b
Oct. ...	5.57 1/2	5.60	5.52 1/2	5.55b
Nov. ...	5.92 1/2	5.92 1/2	5.82 1/2	5.70a
Dec. ...	6.30	6.30	6.25	6.25ax
CLEAR BELLIES—				
Sept. ...	5.55	5.55	5.55	5.70ax
Oct. ...	5.85	5.85	5.85	5.85
Nov. ...	6.05	6.05	6.05	6.50ax
Dec. ...	6.45	6.45	6.35	6.65

FRIDAY, SEPTEMBER 8, 1933.

	Open.	High.	Low.	Close.
LARD—				
Sept. ...	5.40	5.47	5.40	5.47b
Oct. ...	5.55	5.57	5.50	5.55
Nov. ...	5.82-5.90	5.82	5.75	5.70a
Dec. ...	6.05	6.17	6.05	6.17
CLEAR BELLIES—				
Sept. ...	5.70	5.70	5.65	5.70
Oct. ...	5.80	5.85	5.65	5.85
Nov. ...	6.05	6.05	6.05	6.35
Dec. ...	6.70	6.70	6.50	6.50b

Key: ax, asked; b, bid; n, nom; —, split.

WHALE OIL OUTPUT FIXED.

The Norwegian Whaling Association has fixed the total production of whale oil for next season at 1,815,000 barrels. It is estimated the probable catches of companies who do not belong to the association will be about 825,000 barrels.

ANIMAL OILS.

Prime edible lard oil	6 1/4
Prime inedible	6 1/4
Headlight	6 1/4
Prime winterstrained	6 1/4
Extra winterstrained	6 1/4
Extra lard oil	6 1/4
No. 1 lard oil	6 1/4
No. 2 lard oil	6 1/4
Acidless tallow oil	6 1/4
20° neatfoot	16 1/4
Pure neatfoot	13 1/4
Special neatfoot	13 1/4
Extra neatfoot	7 1/4
No. 1 neatfoot	7 1/4

Oil weighs 7 1/4 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

COOPERAGE.

Ash pork barrels, black iron hoops ..	\$1.45 @ \$1.47 1/2
Oak pork barrels, black iron hoops ..	1.35 @ \$1.37 1/2
Ash pork barrels, galv. iron hoops ..	1.52 1/2 @ \$1.55
Oak pork barrels, galv. iron hoops ..	1.42 1/2 @ \$1.45
White oak ham tierces	2.40 @ \$2.42 1/2
Red oak lard tierces	2.22 @ \$2.25
White oak lard tierces	2.32 @ \$2.35

ARGENTINE CANNED MEATS.

Canned meats exported from the Argentine during June and the first six months of 1933 together with country of destination, are reported to the U. S. Bureau of Foreign and Domestic Commerce as follows:

Destination.	June, 1933. Metric tons.	6 Months, 1933. Metric tons.
United States	1,500.6	6,024.9
England	3,479.4	20,221.4
France	25.3	509.2
Germany	29.6	223.7
Holland	90.2	570.3
Italy	72.5	490.1
Belgium	49.4	785.3
Un. So. Africa	97.3	622.7
Japan	12.0	159.6
Scandinavia	13.3	47.8
Others	449.1	1,248.6
Total	5,831.7	31,482.7

Exports by months during the first half of 1933 compared with the same period of 1932 are reported as follows:

	1933. Metric tons.	1932. Metric tons.
January	3,499	1,085
February	5,450	3,340
March	6,371	3,609
April	3,940	3,047
May	3,970	3,971
June	5,548	3,308
Total	28,787	19,306

Metric ton equals 2,204.6 lbs.

CANNED MEAT EXPORTS.

Exports of canned meat from the United States during July, 1933, are reported by the U. S. Department of Commerce as follows:

	Lbs.	Value.
Canned beef	110,698	\$25,920
Canned pork	948,022	228,133
Canned sausage	83,021	17,380
Other canned meats	56,550	8,675

Purchases of the United Kingdom totaled 75,911 lbs. canned beef, 825,424 lbs. canned pork, 4,347 lbs. canned sausage and 21,816 lbs. other canned meats. The Philippine Islands were second largest purchaser of canned meats taking 3,537 lbs. canned beef, 35,019 lbs. canned pork, 27,970 lbs. canned sausage and 15,100 lbs. other canned meats.

CURING MATERIALS.

	Bbls. Each.
Nitrite of soda per 100 lbs. delivered 9.10 (1 to 4 bbl. delivered.)	
(5 or more bbls. \$8.95 per 100 lbs. delivered.)	
Salt, 25 bbl. lots, f.o.b. N. Y.:	
Dbl. refined granulated	6 1/4
Small crystals	7 1/4
Medium crystals	7 1/4
Large crystals	8
Bbl. retd. gran. nitrate of soda	3 1/2
Less than 25 bbl. lots, 1/40 more.	
Salt—	
Granulated, carlots, per ton, f.o.b. Chicago,	
bulk	\$8.36
Medium, carlots, per ton, f.o.b. Chicago,	
bulk	8.26
Rock, carlots, per ton, f.o.b. Chicago	8.70
Sugar—	
Raw sugar, 96 basis, f.o.b. New Or-	
leans	\$3.60
Second sugar, 90 basis	None
Syrop testing, 55 to 65 combined su-	
crose and invert, New York	@ .42
Standard gran. f.o.b. refiners (2 1/2%) ..	@ \$4.70
Packers curing sugar, 100 lb. bags,	
f.o.b. Reserve, La., less 2%	\$4.50
Packers curing sugar, 250 lb. bags,	
f.o.b. Reserve, La., less 2%	\$4.10

SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice	7 1/2	9
Cinnamon	12	16
Cloves	14	17
Coriander	6	6
Ginger	8	9 1/4
Mace, Banda	43	45
Nutmeg	15	15
Pepper, black	10	11 1/2
Pepper, Cayenne	21	21
Pepper, red	14 1/2	17
Pepper, white	14 1/2	17

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.			Week ended, Sept. 6, 1933.	Cor. week, 1932.
Prime native steers—				
400-600	.....	11½ @ 12	15	@ 15½
600-800	.....	11 @ 11½	15	@ 15½
800-1000	.....	9½ @ 9½	15	@ 15½
Good native steers—				
400-600	.....	10 @ 10½	14	@ 14½
600-800	.....	9½ @ 10	14	@ 14½
800-1000	.....	8½ @ 9½	14	@ 14½
Medium steers—				
400-600	.....	9½ @ 10	13½	@ 14
600-800	.....	8 @ 9½	13½	@ 14
800-1000	.....	8 @ 8½	13½	@ 14
Heifers, good, 400-600			.....	11½ @ 12½
Oxen, 400-600			.....	7½ @ 8½
Quarters, choice			.....	@ 20
Three quarters, choice			.....	@ 12

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@13	@15 1/4
Picnic shoulders	@7	@8
Skinned shoulders	@8	@8
Tenderloins	@20	@30
Spare ribs	@4 1/4	@6 1/2
Back fat	@4	@6
Boneless butts	@8 1/2	@11
Boneless butts, center cut		
2@4	@11 1/4	@13
Hocks	@5	@5
Tails	@3	@5
Neck bones	@1 1/4	@3
Slip bones	@2	@3
Blade bones	@4	@5 1/2
Pigs' feet	@2	@3
Kidneys, per lb.	@4 1/2	@5
Livers	@3 1/2	@3 1/2
Brains	@5	@5
Ears	@5	@4 1/2
Snouts	@3	@5
Heads	@4	@5

Beef Cuts.

Steer loins, prime	¢21	¢82
Steer loins, No. 1	¢20	¢81½
Steer loins, No. 2	¢20	¢80
Steer short loins, prime	¢20	¢83
Steer short loins, No. 1	¢25	¢82
Steer short loins, No. 2	¢25	¢80
Steer loin ends, (hips)	¢15	¢78
Steer loin ends, No. 2	¢14	¢72
Ow loins	¢13½	¢18
Ow short loins	¢15	¢24
Ow loin ends (hips)	¢12	¢13
Steer ribs, (prime)	¢14	¢22
Steer ribs, No. 1	¢11	¢23
Steer ribs, No. 2	¢10	¢22
Ow ribs, No. 2	¢7	¢10½
Ow ribs, No. 3	¢6	¢8
Steer rounds, No. 1	¢11½	¢14
Steer rounds, No. 1	¢10½	¢14½
Steer rounds, No. 2	¢10	¢14½
Steer chucks, prime	¢7½	¢11½
Steer chucks, No. 1	¢6	¢10½
Steer chucks, No. 2	¢6	¢10
Ow rounds	¢8½	¢10½
Ow chucks	¢6	¢8
Steer plates	¢5½	¢7½
Medium plates	¢8	¢14
Briskets, No. 1	¢10	¢14
Steer navel ends	¢2½	¢5½
Ow navel ends	¢2	¢5
Fore shanks	¢5	¢6
Hind shanks	¢4	¢6
Strip loins, No. 1 butts	¢5	¢8
Strip loins, No. 2	¢3½	¢5½
Striplin butts, No. 1	¢20	¢27
Striplin butts, No. 2	¢17	¢20
Beef tenderloins, No. 1	¢60	¢85
Beef tenderloins, No. 2	¢45	¢65
Rump butts	¢15	¢18
Flank steaks	¢14	¢14
Shoulder clods	¢6	¢9
Hanging tenderloins	¢5½	¢8
Outside, green, 5/6 lbs.	¢9	¢11½
Outside, green, 5/6 lbs.	¢9	¢9
Knuckles, green, 5/6 lbs.	¢9½	¢11½

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons.....	@204
Country style sausage, fresh in link.....	@164
Country style sausage, fresh in bulk.....	@134
Country style sausage, smoked.....	@154
Frankfurts in sheep casings.....	@174
Frankfurts in hog casings.....	@104
Bologna in beef bungs, choice.....	@16
Bologna in beef middles, choice.....	@16
Liver sausage in hog bungs.....	@17
Smoked liver sausage in hog bungs.....	@17
Liver sausage in hog bungs.....	@16
Head cheese.....	@129
New England luncheon specialty.....	@174
Mixed luncheon specialty, choice.....	@16
Tongue sausage.....	@14
Blond sausage.....	@16
Sausage.....	@154
Polish sausage.....	@134

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	\$33
Thuringer cervelat	\$18
Farmer	\$12
Holsteiner	\$21
C. C. salami, choice.....	\$31
Milano salami, choice, in hog bungs....	\$30
B. C. salami, new condition.....	\$18
Friser, choice, in hog middles.....	\$24
Genoa style salami.....	\$24
Pepperoni	\$24
Mortadella, new condition	\$14
Capicola	\$31
Italian style salami.....	\$24
Virginia bams	\$20

SAUSAGE MATERIALS.

(F.O.B. CHICAGO, carlot basis.)

Regular pork trimmings.....	4%	41
Special lean pork trimmings.....	5	51
Extra lean pork trimmings.....	6	74
Pork cheek meat.....	2	6
Pork hearts.....	2½	8
Pork livers.....	2½	8
Native boneless bull meat (heavy).....	3	54
Boneless beef.....	3	54
Shank meat.....	3	54
Beef trimmings.....	3	54
Beef cheeks (trimmed).....	3	54
Dressed canners, 350 lbs. and up.....	3	54
Dressed cutter cows, 400 lbs. and up.....	3	54
Dressed cows, 500 lbs. and up.....	3	54
Beef tripe.....	2½	21
Pork tongues, canner trim, 8 P.	2	21

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casing	
Domestic rounds, 180 pack.....	.38
Domestic rounds, 140 pack.....	.35
Export rounds, wide.....	.43
Export rounds, medium.....	.44
Export rounds, narrow.....	.47
No. 1 weasands.....	.14
2 weasands.....	.14
No. 1 bungs.....	20¢ 22
No. 2 bungs.....	.06
Middles, regular.....	1.40
Middles, select wide, 2@2½ in. diam.....	1.65
Middles, select, extra wide, 2½ in. and over.....	2.20

Dried bladders:

12-15 in. wide, flat.....	1.10
10-12 in. wide, flat.....	.90
8-10 in. wide, flat.....	.65
6-8 in. wide, flat.....	.30@35
Hog casings:	
Narrow, per 100 yds.....	2.10
Narrow, special, per 100 yds.....	1.85
Medium, regular.....	1.50
Wide, per 100 yds.....	1.30
Extra wide, per 100 yds.....	1.30
Export bungs.....	.26
Large prime bungs.....	.21
Medium prime bungs.....	.14
Small prime bungs.....	.08
Saddle, per ass.....	.25
Stomachs.....	.08

SAUSAGE IN OIL

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$4.50
Large tins, 1 to crate.....	5.25
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	5.50
Large tins, 1 to crate.....	6.25
Smoked link sausage in hog casings—	
Small tins, 2 to crate.....	4.75
Large tins, 1 to crate.....	5.50

DRY SALT MEATS.

Clear bellies, 18@20 lbs.....	@ 5%
Clear bellies, 14@16 lbs.....	@ 5%
Rib bellies, 25@30 lbs.....	@ 5%
Fat backs, 10@12 lbs.....	@ 4%
Fat backs, 14@16 lbs.....	@ 5%
Regular plates	@ 4%
Butts	@ 4%

WHOLESALE SMOKED MEATS.

Pancy reg. hams, 14@16 lbs.....	\$154
Pancy sk. hams, 14@16 lbs.....	\$104
Standard reg. hams, 14@16 lbs.....	\$114
Plenties, 4@8 lbs.....	\$211
Pancy bacon, 0@8 lbs.....	\$115
Standard sk. hams, 4@8 lbs.....	\$17
No. 1 beef ham sets, smoked—	
Insides, 8@12 lbs.....	\$27
Outsides, 8@12 lbs.....	\$27
Cooked hams, choice, skin on, fattened.....	\$24
Cooked hams, choice, skinless, fattened.....	\$25
Cooked plenties, skin on, fattened.....	\$16
Cooked plenties, skinless, fattened.....	\$16
Cooked loin roll, smoked.....	\$27

BARRELED PORK AND BEEF.

Mess pork, regular.....	@17.00
Family back pork, 24 to 34 pieces.....	@16.00
Family back pork, 35 to 45 pieces.....	@15.00
Clear back pork, 40 to 50 pieces.....	@14.50
Clear plate pork, 25 to 35 pieces.....	@13.00
Brisket pork.....	@15.00
Bean pork.....	@13.00
Plate beef.....	@11.00
Extra plate beef, 200 lb. bbis.....	@12.00

VINEGAR PICKLED PRODUCTS

Regular tripe, 200-lb. bbl.	\$12.00
Honeycomb tripe, 200-lb. bbl.	15.00
Pocket honeycomb tripe, 200-lb. bbl.	17 00
Pork feet, 200-lb. bbl.	13.25
Pork tongues, 200-lb. bbl.	33 00
Lamb tongues, short cut, 200-lb. bbl.	35.00

OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.	111
Nut, 1-lb. cartons, f.o.b. Chicago.....	9
Pastry, 60-lb. tubs, f.o.b. Chicago.....	111

LARD.

Prime steam, cash, Bd. Trade.....	@ 5.50
Prime steam, loose, Bd. Trade.....	@ 4.85
Refined lard, tierces, f.o.b. Chicago..	@ 6 1/2
Kettle rendered, tierces, f.o.b. Chgo.	@ 6 1/2
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 7
Neutral, in tierces, f.o.b. Chicago...	@ 6 1/2
Compound, vegetable, tierces, c.a.f.	@ 6 1/2

OLEO OIL AND STEARINE.

Extra oleo oil.....	64
Prime No. 1 oleo oil.....	58
Prime No. 2 oleo oil.....	54
Prime No. 3 oleo oil.....	4
Prime oleo stearine, edible.....	44

TALLOW AND GREASES.

(In Tank Cars or Drums.)

Edible tallow, under 1% acid, 45 titre.	3%	34
Prime packers' tallow.	3%	31
No. 1 tallow, 10% f.f.a.	3%	31
No. 2 tallow, 40% f.f.a.	2½%	28
Choice white grease	3	34
A-White grease	2½%	28
B-White grease, maximum 5% acid.	2½%	28
Yellow grease, 10 to 15% f.f.a.	2½%	28
Brown grease, 40% f.f.a.	2½%	28

VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b.		
Valley points, prompt.....		@ 24
White, deodorized in bbls., f.o.b. Chgo.	64 1/2	@ 61
Yellow, deodorized.....	61 1/2	@ 61
Soap stock, 50% f.f.a., f.o.b.....		76 @ 1
Corn oil, in tanks, f.o.b. mills.....	44 1/2	@ 45
Soy's bean oil, f.o.b. mills.....	64 1/2	@ 7
Cocoanut oil, seller's tanks, f.o.b. coast.	27 1/2	@ 8
Refined in bbls., f.o.b. Chicago.....	64 1/2	@ 65

Retail Section

Live Sales Ideas

Methods of Salespeople Can Make or Break a Business

A retailer may have a neat, attractive and convenient store.

He may carry quality merchandise, and his prices may be reasonable.

But if he cannot make it pleasant for customers to trade with him—if he cannot make them prefer to spend their money with him—he probably never will make an outstanding success.

The people in the store are what give it personality. They must be good sales people without appearing insistent and without being offensive. They must like people and be liked by them. They must be accommodating and pleasant at all times and give customers no reason for complaints.

The clever retailer is careful in his choice of those people who will wait on customers. He takes no chances, for he knows that a customer lost for any reason whatsoever is difficult to regain. He insists on certain methods and he watches to see they are used.

One retailer who has made more than the average success points out here some of the shortcomings of the people behind the counters, and offers some good suggestions for building good will and business.

"What for You?" Salesmanship.

Many customers are irritated when they go into a store and are met by a clerk who greets them with, "What for you?"

One cannot call that sort of an attendant a salesman. Many good retailers will not stand for the "What for you?" habit. They either have to change it promptly, or join the ranks of the unemployed.

"What for you?" salesmanship has no place in any store. Abrupt, snappy manner and greeting by the salespeople when they meet customers are a sour note in salesmanship. They irritate the best class of customers and turn away the very people the manager is most anxious to attract.

Contrast the wise, not to say foxy, salesman's "Good morning, Mr. Johnson. How can we serve you this morning?" with the "What for you?" being so often used.

If the customer's name is not known, of course it cannot be used, but even without it, the courteous, deliberate greeting is rich chocolate cake compared to the bran crackers of "What for you?" or "What is yours?"

It is the rule of some telegraph offices that their messenger boys must not give up on the delivery of a message without first trying at least 10 doorbells, five on each side of the given address.

Are You a Ten-Timer?

I have thought of that in connection with the kind of salesmanship that responds to a customer's inquiry by showing or mentioning just one item of merchandise as meeting his need.

To meet the customer's query with one article, one number or one product and let it go at that, is practically saying, "Here it is; take it or leave it." It is ringing one doorbell and giving up if it proves to be the wrong one, or if no one responds. To meet the inquiry with a bald statement that "We haven't any" or "We're just out," when it might be possible to interest the customer in something else, is like the messenger excusing himself from even taking out the message, on the ground that he wouldn't be able to find the addressee or anyone that knew him.

It costs money to bring people to a store, and it seems too bad not to try to sell them something while they are there, even if the specific item asked for is not in stock.

When the first response to the customer's query fails, there are always other responses that can be made. Too many salespeople are stopping with

just one selling appeal. They are ringing once and then going away. They are attendants, not salesmen.

Handsome Is as Handsome Does.

A shopper said recently that she usually found that homely or fat salespeople were the most obliging. She preferred them to the good looking ones. Her husband probably would not agree with her, but there must be something about good looks that has to do with business relations.

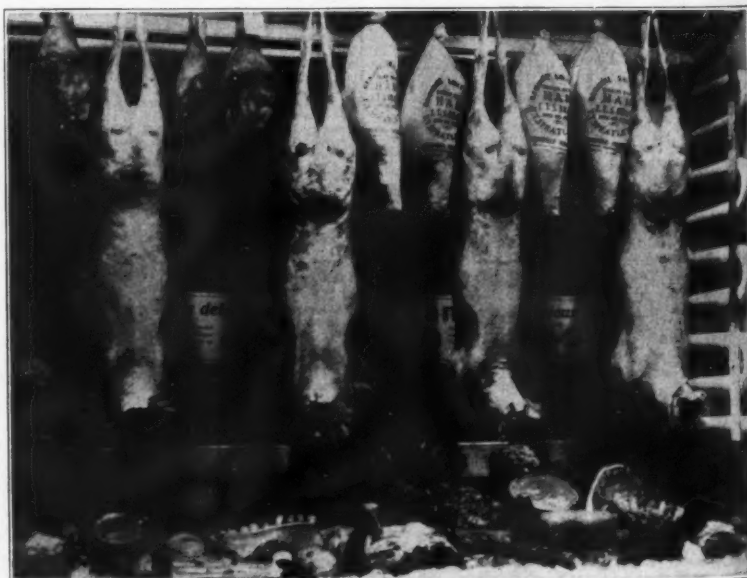
We may like to look at the salespeople with a high degree of pulchritude, but do we like to buy from them when it comes to purchases that require careful consideration with a view to economy? Are we impressed as much by what the handsome salespeople tell us?

Hetty Green, the famous millionairess, was asked in the panic of 1907, what she thought about a certain New York city trust company. "If you have any money in that place," said Hetty, "get it out tomorrow."

"Why?" queried the acquaintance.

"The men in that bank are too good looking," was the response, "mark my words."

The point to this is not that one should not be as beautiful as possible, not that men and women, as salespeople, should not look their best, but



TO THE HOUSEWIFE THE WINDOW REFLECTS THE STORE.

The well-dressed display window probably always will be a powerful magnet to draw the casual shopper into the store. On the other hand, if it is neglected it may cause the housewife to have an unfavorable impression of the store entirely unwarranted. The clever retailer gives considerable attention to his windows because he believes it is good business to do so.

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that they must not consider that good looks takes the place of other qualities.

Homely people may be somewhat handicapped by their homeliness. Philip D. Armour was once asked by a friend why he had hired a certain salesman who was very homely. "I hired him," Armour responded, "because he is so homely I knew he would have to work his head off to make good."

If the good looking salespeople will work as hard for success as if they were homely and knew it and were determined to win in spite of it, they will achieve positively marvelous results.

CHECKING THE ORGANIZATION.

When Bobbie Burns, the great Scottish poet, sang in his native tongue "the best laid schemes of mice and men oft go awry" he uttered a truth that can be taken to heart by the retailer. In other words, Bobbie recognized that planning is one thing, execution is another. And unless the retailer exercises eternal vigilance, he is apt to find, to his sorrow, that the picture he has in his mind and his store in actual operation are two different institutions.

The retailer can put down all the rules he wishes in connection with service, sales, courtesy, etc., but unless he takes the time to "follow through" and see that his plans are put into effect, his organization is quite likely to fall short of the mark.

One retailer in a Southern city conceived the idea of seeing his store through the eyes of an outsider. He advertised for women in a blind advertisement, stating that the work involved was of a special nature, and that but a few hours of the individual's time was wanted.

"I selected them of all ages," he says in commenting on the plan. "I used about three a week over a period of three months. They came into my store in the regular way and shopped. They were familiar with what I was trying to do in the way of service.

"Naturally, I could not employ anyone known to members of my organization, so in my advertisement I specified the section of the city from which the applicants must come.

"In this way I was able to try out members of my organization in every conceivable way. I instructed these professional shoppers as to what they were to do. Some, I know, must have been a considerable trial to the men and women working for me, but I believe I am to be congratulated when I say that I found only one employee who could not stand this 'acid test' and had to be dropped."

In this way this retailer found out how his plans worked out in actual operation and also obtained a definite analysis of his personnel. While he cannot relax his vigilance, he knows where to look for the weak points in his organization and has found a worthwhile method of investigation if conditions again require it.

NEWS OF THE RETAILERS.

Clarence Nargang has opened a meat market in New Hampton, Iowa. He was formerly employed in the Cross Market of that city.

H. L. Gregory is adding a meat department to his fruit and grocery business in Glen Ellyn, Ill.

Nearly 2,500 people attended the annual picnic of the Central Branch Chicago Retail Meat Dealers held in Erhardt's Grove, August 27.

Meat department managers of the Wisconsin stores of the National Tea Co. met recently in Delavan, Wis. At the meeting the appointment of C. C. Pearson as supervisor of all National Tea Co. retail meat departments for the state of Wisconsin, was announced.

Becker's Markets, Inc., 1243 N. 5th st., Milwaukee, Wis., have increased capital stock from \$75,000 to \$75,000 common stock, and \$16,000 preferred.

William Ehlers, one of the propri-

etors of the High Street Grocery and Market, Davenport, Ia., was elected president of the Iowa Retail Grocers and Meat Dealers association at the recent meeting held in Cedar Rapids. Albert Minnis, Des Moines, was elected vice president and A. G. Keyes, Cedar Rapids, secretary.

Ben Sims and Frank Tanner have opened a meat market in Melrose, Wis.

Three hundred retailers of meat and groceries at a meeting in Rock Island, Ill., recently, agreed to a uniform schedule of opening and closing hours and the 48 hour week for employees. The dealers operate in Rock Island, Moline, East Moline, and Davenport, Ia.

Dewey Nicholson and James Williams have purchased the Cashaway Market, North Quincy st., Clinton, Ia., from Ted A. Hull.

The Wisconsin State Association of Retail Meat Dealers' annual convention will be held in Oshkosh, September 10 and 11.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Sept. 7, 1933:

Fresh Beef:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (1) (300-500 LBS.):				
Choice	\$10.00@10.50		\$10.00@11.00	
Good	9.00@10.00		8.00@10.00	
Medium	7.00@ 8.50		7.00@ 8.00	
Common	6.00@ 7.00		6.00@ 7.00	
STEERS (500-600 LBS.):				
Choice	10.00@10.50		10.00@11.00	10.50@11.00
Good	9.00@10.00		8.00@10.00	9.50@10.50
Medium	7.00@ 8.50		7.00@ 8.00	7.00@ 8.50
Common	6.00@ 7.00		6.00@ 7.00	5.00@ 7.00
STEERS (600-700 LBS.):				
Choice	9.50@10.00		10.00@11.00	10.00@10.50
Good	8.50@ 9.50		8.50@10.00	9.00@10.00
Medium	7.00@ 8.50	6.50@ 7.50	7.00@ 8.50	7.00@ 8.50
STEERS (700 LBS. UP):				
Choice	9.50@10.00	9.00@10.00	10.00@11.00	9.00@10.00
Good	8.50@ 9.50	7.50@ 9.00	8.50@10.00	8.00@ 9.00
COWS:				
Good	7.00@ 8.00	6.50@ 7.00	7.50@ 8.50	6.50@ 7.00
Medium	6.00@ 7.00	6.00@ 6.50	6.00@ 7.50	5.50@ 6.50
Common	4.50@ 5.50	5.50@ 6.00	5.50@ 6.00	5.00@ 5.50
Fresh Veal and Calf Carcasses:				
VEAL (2):				
Choice	12.00@13.00	12.00@13.00	14.00@15.00	11.00@12.00
Good	11.00@12.00		13.00@14.00	10.00@11.00
Medium	9.00@11.00	8.00@10.00	11.00@12.00	8.00@10.00
Common	8.00@ 9.00	7.00@ 8.00	9.00@10.00	7.00@ 8.00
CALF (2) (3):				
Good			10.00@12.00	
Medium			9.00@10.00	
Common			8.00@ 9.00	
Fresh Lamb and Mutton:				
LAMB (38 LBS. DOWN):				
Choice	13.00@14.00	14.00@15.00	14.50@16.00	14.00@15.00
Good	12.00@13.00	13.00@14.00	13.50@14.50	13.00@14.00
Medium	10.00@12.00	11.00@13.00	11.00@13.50	11.00@12.00
Common	8.00@10.00	9.00@11.00	9.50@11.00	8.00@10.00
LAMB (39-45 LBS.):				
Choice	13.00@14.00	14.00@15.00	14.50@16.00	14.00@15.00
Good	12.00@13.00	13.00@14.00	13.50@14.50	13.00@14.00
Medium	10.00@12.00	11.00@13.00	11.00@13.50	11.00@12.00
Common	8.00@10.00	9.00@11.00	9.50@11.00	8.00@10.00
LAMB (46-55 LBS.):				
Choice	12.50@13.50		13.50@14.50	13.00@14.00
Good	12.00@13.00		13.00@14.00	12.50@13.50
MUTTON (EWE) 70 LBS. DOWN:				
Good	5.00@ 6.00	6.00@ 7.00	5.00@ 6.50	6.00@ 6.50
Medium	4.00@ 5.00	5.00@ 6.00	4.00@ 5.50	5.00@ 6.00
Common	3.00@ 4.00	4.00@ 5.00	3.00@ 4.00	4.00@ 5.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.	12.00@13.00	12.50@13.50	12.50@14.50	12.50@13.50
10-12 lbs. av.	11.50@12.50	12.50@13.50	12.00@14.00	12.00@13.50
12-15 lbs. av.	9.50@11.00	10.50@11.50	10.50@12.00	10.50@12.00
16-22 lbs. av.	7.50@ 8.00	8.00@10.00	8.50@ 9.50	9.00@10.00
SHOULDERS, N. Y. STYLE, SKINNED:				
8-12 lbs. av.	5.50@ 6.50		6.50@ 8.00	7.00@ 7.50
PICNICS:				
6-8 lbs. av.		6.50@ 7.00		6.00@ 6.50
BUTTS, BOSTON STYLE:				
4-8 lbs. av.	7.50@ 8.50		8.50@ 9.50	8.00@ 9.00
SPARE RIBS:				
Half sheets	4.00@ 5.00			
TRIMMINGS:				
Regular	4.00@ 4.50			
Lean	6.50@ 7.00			

(1) Includes helfer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

NEW YORK NEWS NOTES.

W. H. Moore, tax department, Wilson & Co., Chicago, was a visitor to New York last week.

C. T. Richardson, construction department, Swift & Company, Boston, was in New York for several days last week.

Louis Joseph, manager beef department, Wilson & Co., New York plant, is visiting in the Middle West and will spend some time in Chicago at A Century of Progress Exposition.

Harry K. Lax of F. C. Rogers, Inc., Philadelphia, and his family visited in New York during the Labor Day weekend. Mr. Lax is one of the better known provision brokers and has a host of friends in the trade.

While in Chicago during the past few weeks, W. P. Callihan, by-products sales department, New York Butchers Dressed Meat Co., visited at the plant of Armour and Company and spent considerable time at A Century of Progress Exposition.

Meat and fish seized and destroyed by the health department of the city of New York during the week ended September 2, 1933, were as follows: Meat.—Brooklyn, 21 lbs.; Manhattan, 453 lbs.; Bronx, 35 lbs.; Queens, 703 lbs.; total, 1,212 lbs. Fish.—Brooklyn, 51 lbs.

A. G. Mauer, assistant secretary, Merkel, Inc., Brooklyn, N. Y., has returned to his activities after having spent a few weeks on the Canadian border. The fishing trip aboard the *Alfreda III*, captained by A. H. Merkel, treasurer, Merkel, Inc., failed to produce the elusive swordfish, however, one tuna was caught by an able fisherman. The lack of fish was made up for by the excellent cuisine supervised by acting steward Bob Stutz.

DELICATESSEN DEALERS' CODE.

Delicatessen store owners have adopted a code which calls for a 60-hour week, a \$15.00 per week minimum pay for junior clerks and \$25.00 a week minimum for senior clerks.

It is estimated that there are 5,000 delicatessen establishments in the metropolitan area of New York, and some 2,500 in other parts of the United States. It was pointed out that New York area delicatessen owners have an average gross annually of \$40,000, with a 30 per cent overhead to be figured. Profits are as little as 6 per cent of gross, and many claim they do not make more than a living wage from their business. The code is expected to stabilize conditions for the industry, standardize hours of labor and help to meet problems in a cooperative rather than a competitive way. A delicatessen store is described as "any person, firm, corporation, partnership, association and any others engaged in operating food stores where the main business is to sell cooked prepared meats, salads, and dairy products and with facilities to supply quick lunches from these prepared foods."

In addition to the provision of a 60-hour week it is provided that no person shall work more than 10 hours in any 24, except on legal holidays, where the city ordinances permit delicatessen stores to remain open. Minimum hours of operation of any store is placed at 90 per week, provided that where a store was open less than 90 hours before July 1, 1933, the hours shall not be reduced and the 90-hour provision shall not apply.

Among the trade practices which would be outlawed under the code is the offering or sale of goods at a price less than its replacement purchase cost, plus cost of doing business plus a reasonable return on the capital invested.

AMONG NEW YORK RETAILERS.

An old fashioned basket party will be held early in October under the joint sponsorship of Brooklyn, Eastern District, Jamaica and South Brooklyn Branches.

The Jamaica Branch has reached a membership of more than 200 and new members are being added at every meeting. The meeting Tuesday of this week was given over almost entirely to the N.R.A. Speakers included Anton Hehn, Attorney Aaron Kaufmann, a representative of the N.R.A., and Jesse Kaufmann of Jamaica. On September 14 the branch will have a ladies' night for members, wives and friends.

Harry Kamps, a past president of South Brooklyn Branch, has opened a new shop on Third ave. near 79th st., Brooklyn. An inspection opening was held Wednesday of this week, when the many friends of Mr. Kamps were much in evidence. The market, which was equipped by the A. C. Wicke Manufacturing Co., is a modern up-to-the-minute establishment.

At the last two meetings of South Brooklyn Branch a considerable number of new members have been added to the roster. These, as well as old members, appeared in goodly numbers at the regular meeting Tuesday of this week. Much interest and anticipation was shown in the N.R.A., and the final word on the meat code. Joseph Rossman gave a very interesting detail description of the much discussed subject. Refreshments were served.

Ye Olde New York branch will hold its next meeting on September 19 for which an interesting program is being planned. The Washington representative of the association indicates an early hearing on the recently prepared code covering retail meat dealers and meanwhile members of Ye Olde New York branch, under the leadership of Joseph Eschelbacher, are completing plans to participate in the public NRA parade and demonstration to be held in New York city on September 13.

GERMAN HOG AND LARD PRICES.

Prices of hogs in Berlin for the week ended August 24 are listed at \$12.05 compared with \$11.64 the previous week and \$9.18 a year earlier. Lard in tierces at Hamburg is quoted at \$11.46 per hundredweight compared with \$10.93 the previous week and \$8.09 a year ago.

PROCESSING TAX ON HOGS.

(Continued from page 27.)

present values can absorb 25c per head.

"In my opinion, these facts show concretely why the tax should be assessed first in a very nominal form not to exceed 25c per head, and then be gradually increased.

A small initial processing tax during the first part of the year would allow anticipated business improvement to get well under way, Mr. Wilson continued. Another reason for a small initial tax is because the burden of additional costs incurred by the NRA program will necessitate constant pressure on the limits of consumer purchasing power.

Added Burdens from NRA.

"It is readily recognized," said he, "that the NRA program of shorter hours and minimum wages has placed an additional cost burden on all firms engaged in manufacturing and distribution. In the case of the packing industry, payrolls have increased from 20 to 25 per cent, and in the case of retail food stores, from 30 to 35 per cent. It is quite clear from the earning records of various meat distributing agencies that this additional cost cannot be absorbed without increasing the price to consumers, or reducing the price paid for live hogs.

"The packing industry is cooperating in carrying out the program in the hope that the resulting increase in purchasing power will justify higher prices for pork products. It must, however, be recognized in this connection that some time will be required for this increased purchasing power to be reflected in higher prices. Authorities generally agree to the correctness of this principle."

Rath and Woods Concur.

The next witness was John W. Rath, president of the Rath Packing Co., Waterloo, Iowa, and chairman of the board of the Institute of American Meat Packers. Mr. Rath said he desired to confirm everything Mr. Wilson had said. He warned everyone to remember the conditions now existing, all of which are in the way of a higher hog market. He would like to see the farmer get more for his hogs, but he said it was impossible to put any more burden on the producer or on the packer.

President Wm. Whitfield Woods of the Institute confirmed the statements and statistics of the joint presentation made in behalf of both producers and processors, which seemed to him the wisest way to carry out the announced objectives of the Secretary of Agriculture and his able collaborators in the Agricultural Adjustment Administration.

In his evidence, Vice President W. S. Clithero of Armour and Company made the point that pork is perishable, and cannot be marketed on a cost basis. Price of pork meats depends on consumer purchasing power, and the packer must keep supplies moving. When pork prices get out of line with other foods consumers turn to something else.

Problems of the Packer.

"There are undoubtedly many people," said he, "who are not induced to increase their consumption of pork or other meat when the price is low. There are many others in the upper brackets

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who will not decrease their consumption when the price is high. But there are normally fifteen to twenty million people in the United States who do not eat the amount of meat they want or should eat even in our most prosperous periods. These are the people who must be reached in years when the meat supply is large.

"In order to move large stocks the packer must adopt a pricing policy that will make meat attractive to these millions of people. It is the increase or decrease in the consumption of these millions that makes it possible for meat consumption to vary from year to year, according to the number of live animals marketed.

"Livestock prices," said Mr. Clithero, "depend on the price of meat and by-products, and upon packers' operating costs.

"It stands to reason," said he, "that a hog is worth only what can be realized from the sale of the hams, bellies, the loins, the lard, and all the other products in the hog after taking account of plant and distributing costs. The moment packers are able to get higher prices for these products, competition immediately forces them to pay more for the live hog; likewise, when the prices of hog products decline, packers are not so anxious to buy hogs. They necessarily bid on a lower basis, and hog prices decline."

Packers' Profit Margins.

Concerning the packer's margin for profit and expenses Mr. Clithero said:

"For many years previous to the current depression, the packer paid out for live hogs about 85 per cent of all that he received from the sale of pork and by-products. This is an extremely small margin for expense and profits. In other industries, such as steel, motorcar, textiles, etc., the margin is comparatively wide.

"The packer's margin for expense and profit is not determined by the packer. It is determined by the costs he must incur. An increase in railroad rates, an increase in labor costs, an increase in taxes—any increase in the expenses which the whole packing industry must bear will automatically widen the spread between livestock prices and the prices of livestock products.

"As a matter of fact, an increase in packer costs will widen the spread at the immediate expense of the livestock producer. The packer cannot shift higher expenses to the consumer by asking higher prices for his meats; the prices he can obtain are predetermined for him by consumer purchasing power. He is always trying to get maximum prices for his supply. Unable to pass along an increase in costs to consumers, he is forced to take these costs into consideration when making bids for livestock, and livestock prices decline to that extent.

"Over a long period of time an increase in packer costs will reach the consumer in this way: High operating costs will reduce livestock prices and discourage production. When production has been curtailed, a smaller supply of meat will be available, and consumers will be obliged to pay higher prices. It takes a period of time to bring this about. For the time being, an increase in packer expenses means that livestock prices will be lower than

would otherwise be the case. The margin for packer operating expenses would be widened, and the increase in expense would necessarily come out of the producer's rather than the consumer's pocket.

Effect of a Processing Tax.

"Bearing in mind the fundamental points that pork is perishable and must be sold promptly for what it will bring; that consumers can and will substitute other foods if the price of pork gets out of line; that the price a packer can obtain for a given supply of pork depends primarily upon the purchasing power of consumers; that it is on the basis of what packers are able to get for their product after taking into account the cost of doing business that they try to buy live hogs;—bearing these points in mind, what would be the effect of a processing tax of so much per head or per pound, upon all hogs processed by the packer?

"A tax of this kind would add that much to the packer's operating expenses and he would take it into consideration when making bids for live hogs. The tax could not be passed on to consumers by charging them higher prices because they would substitute other foods—unless something was done concurrently to increase their purchasing power. The tax could not be paid by the packer out of his profits because he has not been having profits. For the present and for some time to come, the tax would fall directly upon the producer of hogs.

Since any tax on hogs will make hog prices lower than they would otherwise be, it is important that the initial processing tax be on a purely nominal basis. Otherwise the live hog market, which is already depressed, will be seriously demoralized."

Voice for the Consumer.

David Van Gelder, New York meat retailer, spoke for the consumer. He declared that the maximum tax provided by the law, approximately 4.32 cents, would be an imposition. "The consumer makes the market," said he, "and you can't force her to buy what she doesn't want. She will simply substitute another product."

Such a tax would mean that 38 per cent of the cuts of the hog—ham, bacon and loin—would have to carry the tax. The remaining 62 per cent of the hog can't be taxed, because it sells only on price. He favored an advertising program to increase pork consumption, and said the producer could well afford to allow the proceeds of a processing tax to be used for such a purpose.

No other witnesses appeared, and the hearing was adjourned, its results being submitted to the Secretary of Agriculture for his consideration in determining the processing tax to be levied.

PIGS FLOOD MARKET.

(Continued from page 28.)

emergency pigs already had been marketed.

At the close of business at Chicago on September 7, 35,000 pigs for government account were left in the pens. About 75,000 pigs including holdovers and fresh stock were in the pens at the Chicago yards on Thursday morning and packers, both large and small, are

handling a total of approximately 35,000 daily.

Estimated receipts of pigs and sows for government account by days at the principal markets of the country are as follows:

Aug. 23 to 31, inclusive.....	1,080,200
Sept. 1	188,000
Sept. 2	142,000
Sept. 3	164,000
Sept. 4	160,000
Sept. 5	149,000
Sept. 6	128,000
Sept. 7	
Total	2,010,000

Packers Meet Problems.

In the event that packers have insufficient storage or curing space for meat processed for government account they may, subject to the approval of the Secretary of Agriculture or his representative and of the B. A. I. inspector in charge, transfer cured sides to public storage or other plants, or they may transfer, subject to similar approval, green sides for curing to public storage or other plants.

When such product is shipped a government bill of lading is to be used so that any special government rates may be taken advantage of.

It is not necessary to secure an inspector's certificate and authority from the AAA representative for the transfer of grease when necessary. Neither are packers required to make any provision for insuring livestock or product held for government account.

Disposition of the wet tankage from the processing of all pigs under 80 lbs. in weight is creating something of a problem around some packing plants. One Iowa packer has notified farmers in his vicinity that they may have this tankage for hauling it away. Already a small mountain of it has accumulated and it is being added to at the rate of 10 to 12 tons daily. It is explained that this tankage is not fit for feed as it contains hair and is made from the entire animal but it can be spread over the land for fertilizer.

STORY OF DECKER SAVINGS.

(Continued from page 35.)

pressure by a reducing valve through which a connection is made with the 60 lb. process line.

If there is an excess of 150 lb. steam so that the pressure builds up to 155 lbs., the steam is delivered through the A.V.A. valve 2 to the accumulator. Pressure in the 150 lb. process line is automatically maintained by the turbine bleeder mechanism. It also prevents bleeding the turbines of such a quantity of steam as would reduce the turbine's ability to carry its electrical load.

The switchboard, installed on the mezzanine floor, is equipped with Westinghouse meters and other instruments, and Roller-Smith breakers. The board consists of unit panels for each machine, main house panel, regulator panel, synchronizing panel, and future turbo-generator panel. Accumulator and A.V.A. automatic control valves and gauge board are also on the turbine floor.

A color code was used throughout the power plant for piping identification as follows: 450 lbs. steam pressure, aluminum; 150 lbs., yellow; 60 lbs., orange; 3 lbs., brown; cold water, green; hot water, grey; refrigeration, blue; remainder, black.

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 5.00 @ 6.25
Cows, common to medium	2.75 @ 3.75
Bulls, common to medium	2.25 @ 3.50

LIVE CALVES.

Vealers, good to choice	\$ 7.00 @ 9.00
Vealers, medium	5.00 @ 7.00
Vealers, common	4.00 @ 5.00

LIVE LAMBS.

Lambs, good to choice	\$ 7.50 @ 8.25
Lambs, common to medium	4.00 @ 7.50

LIVE HOGS.

Hogs, 160-190 lbs.	\$ 4.75 @ 4.90
Hogs, 170-240 lbs.	4.50 @ 4.60
Hogs, 250-290 lbs.	3.65 @ 4.00

DRESSED HOGS.

Hogs, 90-140 lbs., good to choice	\$ 6.75 @ 7.00
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DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	12 1/2 @ 12 1/2
Choice, native, light	12 1/2 @ 12 1/2
Native, common to fair	11 1/2 @ 12

WESTERN DRESSED BEEF.

Native steers, 600 @ 800 lbs.	10 1/2 @ 11 1/4
Native choice yearlings, 440 @ 600 lbs.	11 @ 12 1/4
Good to choice heifers	10 @ 10 1/2
Good to choice cows	8 @ 9
Common to fair cows	6 @ 7
Fresh bologna bulls	5 1/2 @ 6

BEEF CUTS.

	Western.	City.
No. 1 ribs	16 @ 18	16 @ 18
No. 2 ribs	14 @ 16	15 @ 16
No. 3 ribs	11 @ 12	12 @ 14
No. 1 loins	16 @ 20	20 @ 22
No. 2 loins	14 @ 15	18 @ 18
No. 3 loins	10 @ 12	12 @ 14
No. 1 hinds and ribs	12 @ 14	13 1/2 @ 16
No. 2 hinds and ribs	11 @ 12	12 @ 13
No. 1 rounds	10 1/2 @ 11 1/2	11 @ 12
No. 2 rounds	9 @ 10	10 1/2 @ 11
No. 3 rounds	8 @ 9	9 @ 10
No. 1 chucks	8 @ 9	10 @ 11
No. 2 chucks	7 @ 8	9 @ 10
No. 3 chucks	6 @ 7	8 @ 9
Bolognas	6 @ 7	6 1/2 @ 7 1/4
Bolls, reg. 6 @ 8 lbs. avg.	22 @ 23	22 @ 23
Bolls, reg. 4 @ 6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4 @ 6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5 @ 6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

DRESSED VEAL.

Good	12 @ 14
Medium	11 @ 12
Common	9 @ 10

DRESSED SHEEP AND LAMBS.

Lambs, prime to choice	15 @ 16
Lambs, good	14 @ 15
Lambs, medium	10 1/2 @ 11
Sheep, good	8 @ 9
Sheep, medium	4 @ 6

FRESH PORK CUTS.

Pork loins, fresh, Western, 10 @ 12 lbs.	12 @ 13
Pork tenderloins, fresh	13 @ 20
Pork tenderloins, frozen	15 @ 17
Shoulders, Western, 10 @ 12 lbs. avg.	7 @ 8
Butts, boneless, Western	10 @ 11
Butts, regular, Western	8 @ 9
Hams, Western, fresh, 10 @ 12 lbs. avg.	11 @ 11 1/2
Picnic hams, Western, fresh, 6 @ 8 lbs. avg.	7 @ 8
Pork trimmings, extra lean	8 @ 9
Pork trimmings, regular 50% lean	5 1/2 @ 6
Spareribs	5 @ 6

SMOKED MEATS.

Hams, 8 @ 12 lbs. avg.	14 1/2 @ 15 1/4
Hams, 10 @ 12 lbs. avg.	14 1/2 @ 15 1/4
Hams, 12 @ 14 lbs. avg.	14 1/2 @ 15 1/4
Picnics, 4 @ 6 lbs. avg.	9 @ 10
Picnics, 6 @ 8 lbs. avg.	9 @ 10
City pickled bellies, 8 @ 10 lbs. av.	11 @ 12
Bacon, boneless, Western	14 @ 16
Bacon, boneless, city	13 @ 14
Rollettes, 8 @ 10 lbs. avg.	11 1/2 @ 12 1/2
Beef tongue, light	22 @ 25
Beef tongue, heavy	24 @ 26
Picnics, 6 @ 8 lbs. avg.	9 @ 10

FANCY MEATS.

Fresh steer tongues, untrimmed	15c a pound
Fresh steer tongues, 1 c. trim'd.	30c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	10c a pound
Mutton kidneys	10c each
Livers, beef	22c a pound
Oxtails	13c a pound
Beef hanging tenders	16c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .75 per cwt.
Breast fat	@ 1.00 per cwt.
Edible suet	@ 1.50 per cwt.
Inedible suet	@ 1.25 per cwt.

GREEN CALFSKINS.

	5-9 0 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	1.70	1.80	1.85	2.10
Prime No. 2 veals	1.35	1.45	1.50	1.85
Buttermilk No. 1	1.25	1.45	1.55	1.60
Buttermilk No. 2	1.15	1.35	1.45	1.50
Branded gruby	6	.75	.85	1.00
Number 3	6	.75	.85	1.00

BUTTER.

Creamery, extras (92 score)	@ 23
Creamery, firsts (91 score)	@ 22 1/4
Centralized (90 score)	@ 21

EGGS.

(Mixed Colors.)

Special packs or henery selections	14 @ 22 1/4
Standards	16 @ 17 1/4
Firsts	14 1/2 @ 15

LIVE POULTRY.

Fowls, colored, average, via express	@ 13
Fowls, Leghorn, fancy	@ 11
Broilers, average	@ 16

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good.

Western, 60 to 85 lbs. to dozen, lb.	12 @ 15
Western, 48 to 54 lbs. to dozen, lb.	11 @ 13
Western, 43 to 47 lbs. to dozen, lb.	10 @ 12
Western, 38 to 42 lbs. to dozen, lb.	10 @ 11
Western, 30 to 35 lbs. to dozen, lb.	10 @ 11

Fowls—fresh—dry pkd.—12 to box—prime to fcy.

Western, 60 to 85 lbs. to dozen, lb.	12 @ 16
Western, 48 to 54 lbs. to dozen, lb.	12 @ 14
Western, 43 to 47 lbs. to dozen, lb.	12 @ 13
Western, 38 to 42 lbs. to dozen, lb.	12 @ 12 1/2
Western, 30 to 35 lbs. to dozen, lb.	12 @ 12

Ducks—

Long Island	@ 14
-------------	------

Squabs—

White, ungraded, per lb.	20 @ 25
--------------------------	---------

Turkeys, frozen, No. 1:

Young toms	24 @ 26
Young hens	21 @ 23

Fowls, frozen—dry pkd.—12 to box—prime to fcy.

Western, 60 to 85 lbs. to dozen, lb.	15 @ 16
Western, 48 to 54 lbs. to dozen, lb.	14 @ 15
Western, 43 to 47 lbs. to dozen, lb.	13 @ 14

BUTTER AT FOUR MARKETS.

Wholesale prices of butter at Chicago, New York, Boston and Philadelphia, week ended September 2, 1933:

	Aug. 25	26	28	29	30	31
Chicago	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2
N. Y.	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2	22 1/2
Boston	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2	23 1/2
Phila.	23 1/2	23 1/2	23 1/2	24	24	24

Wholesale prices carlots—fresh centralized butter—90 score at Chicago:

	21 1/2	21 1/4	21 1/4	21 1/4	21	21
Receipts of butter by cities (tubs):						

This week. Last week. Last year. —Since Jan. 1—

	1933.	1932.	1931.	1930.
Chicago	51,544	51,519	36,275	2,404,405
N. Y.	65,027	60,637	55,944	2,805,912
Boston	18,804	19,738	19,713	910,538
Phila.	17,803	15,150	17,362	916,879

Total 151,268 147,064 129,294 7,037,734 6,790,134

Cold storage movement (lbs.):

	In	Out	On hand	Same
	Aug. 31.	Aug. 31.	Sept. 1.	last year.
Chicago	416,258	181,227	46,290,040	21,521,064
New York	157,069	173,930	20,816,843	17,179,513
Boston	52,060	86,215	7,639,738	6,672,346
Phila.	42,000	150,462	5,108,729	3,786,511
Total	667,487	591,834	79,855,950	40,156,434

FERTILIZER MATERIALS.
BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton basis ex vessel Atlantic ports:	
August to December	@ 24.00
Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York	@ 24.00
Blood dried, 16% per unit	@ 2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	2.75 & 10c
Fish guano, foreign, 18 1/2% ammonia, 10% B. P. L.	2.75 & 10c
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. Del'd Balt. & Norfolk	2.50 & 10c
Soda nitrate, per net ton	@ 23.90
In 200-lb. bags	@ 23.25
In 100-lb. bags	@ 23.90
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	2.50 & 10c
Tankage, unground, 9 @ 10% ammonia	2.40 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 25.25
Bone meal, raw, South American, 4 1/2 and 50 bags, per ton, c.i.f.	@ 25.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fatash	@ 7.50
Manure salt, 30% bulk, per ton	@ 19.15
Kainit, 14% bulk, per ton	@ 9.70
Muriate in bags, per ton	@ 37.15
Sulphate in bags, per ton	@ 42.15
Less temporary discount 10 1/4%	

Dry Rendered Tankage.

50% unground	@ .00
60% ground	@ .05

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 85.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pieces	@ 65.00
Bone or striped hoofs, per 100	45.00 @ 60.00
White hoofs, per ton	@ 60.00
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	@ 70.00
Horns, according to grade	75.00 @ 200.00

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Sept. 2, 1933, with comparisons:

	Week ended Sept. 2, 1933.	Prev. week.	Cor. week, 1932.
West. drad. meats:			
Steers, carcasses	8,695 1/4	8,790	5,969
Cows, carcasses	652	661	622
Bulls, carcasses	341	396	255
Veals, carcasses	9,788	11,198	9,901
Lambs, carcasses	58,470	42,850	27,545
Mutton, carcasses	2,329	2,238	2,686
Beef cuts, lbs.	975,824	817,940	327,743
Pork cuts, lbs.	2,071,376	2,810,131 1/2	1,215,461
Local slaughters:			
Cattle	8,913	8,319	8,254
Calves	14,964	13,775	11,448
Hogs	36,647	38,810	36,001
Sheep	67,550	71,854	78,022

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Sept. 2, 1933:

	Week ended Sept. 2, 1933.	Prev. week.	Cor. week, 1932.
West. drad. meats:			
Steers, carcasses	2,866	2,436	1,864
Cows, carcasses	850	950	777
Bulls, carcasses	258	226	481
Veals, carcasses	1,288	1,292	809
Lambs, carcasses	11,585	13,183	11,609
Mutton, carcasses	715	602	965
Pork, lbs.	352,373	383,606	323,367
Local slaughters:			
Cattle	1,708	1,759	1,867
Calves	3,125	2,796	2,739
Hogs	19,068	18,617	16,437
Sheep	6,738	6,627	9,705

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston, week ended Sept. 2, 1933, with comparisons:

	Week ended Sept. 2, 1933.	Prev. week.	Cor. week, 1932.
West. drad. meats:			
Steers, carcasses	24,872	2,981	2,326
Cows, carcasses	1,539	1,506	1,592
Bulls, carcasses	31	28	28
Veals, carcasses	541	685	734
Lambs, carcasses	18,094	20,956	20,497
Mutton, carcasses	572	478	885
Pork, lbs.	304,962	357,820	240,232

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75 & 10c
75 & 10c

50 & 10c
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40 & 10c

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225.00
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Sausage Foreman

Sausage foreman, German, expert in his line seeks connection with Chicago or eastern firm. Several years' experience. Now employed. Three years with present company. Craftsman on all kinds of sausage, meat loaves and specialties. Can run department at minimum cost with results. W-373, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Secy. & Special Accountant

Secretary and special accountant, now employed, seeks change. Good education, pleasing personality. Necessary qualifications to fill confidential or office manager's position where knowledge of general accounting, organization, accounting law, statistics and financial analysis are of prime importance. Prefer small packer. W-374, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Superintendent or Asst.

Seasoned packinghouse man thoroughly familiar with all departments is open for position as superintendent or assistant. Seven years with large packer; over six years with small packer. Alert, energetic, organizer and builder. Go anywhere if opportunity warrants. Available now through circumstances satisfactorily explained. Excellent references. W-375, The National Provisioner, 407 S. Dearborn St., Chicago.

Casings Foreman

Position wanted by casings foreman with 10 years' practical experience selecting sheep and hog casings; also knowledge of beef casings. References furnished. W-376, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sectional Operating Man

Successful retailer of meats. Employed now. Never discharged. Money maker of proven ability. Capable of selecting retail locations. Fifteen years' experience in organization supervision and operation control. Acquainted with wholesale marketing, central West. Furnish references substantiating claims. Salary, commission or both. W-368, The National Provisioner, 407 S. Dearborn St., Chicago.

Practical Packinghouse Manager

Can the structure of your organization include the services of a man thoroughly experienced in live stock, dressed beef, hogs and small stock; buying, processing, manufacturing and sales? A general manager of real ability; will work in a minor capacity to prove his worth. Small, independent packer preferred. W-382, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Your Sausage Troubles

Do you have trouble with your sausage and meat specialties? Cure? Seasoning? Shrinkage? Color? Smoking troubles? Keeping qualities? I can solve your difficulties for you. Write W-200, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Services

Attention—Supt. and Foremen!

Practical packinghouse expert offers his assistance directly to production foremen, superintendents and managers. Will answer questions by mail, furnish any formula desired, help correct difficulties, improve appearance, color and flavor of product. Give advice on ingredients, spices, color, curing salt, binder, cost figuring, etc. Will show you how to get results regardless of climatic conditions. Guarantee satisfaction. Reasonable service charge.

J. L. WILDE

37 W. Van Buren Street
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If it's handled in a meat market, we buy it. Straight and mixed cars or job lots. For connections write W-375, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Stuffer

Wanted, one 400- to 500-pound sausage stuffer equipped with compressor. Must be in A-1 condition. W-377, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

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Office Space in Fulton Market

Office space available in the heart of Fulton Market with all conveniences for your business. FS-381, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Plant for Sale, Lease or Trade

for farm or timber land. Has 1,600 feet of cooler and cold storage space with overhead tracks; 15-ton York compressor; sausage and lard machinery with motors. Located on improved road near city limits, over 100,000 people. This bargain offered due to death of active partner. Full description on request. H. M. Cram, 1700 W. Franklin St., Evansville, Ind.

Equipment for Sale

Retort

For sale, process retort for cooking sausage and oil. Capacity sixteen 50-pound cans every two hours. Also, vacuum soldering machine. Splendid outfit for small southern packer. Excellent, A-1 condition. FS-380, The National Provisioner, 300 Madison Ave., New York City.

Wooden Box Trucks

For sale, ten 1000-pound wooden box trucks in good usable condition; price, \$7.50 each, f.o.b. Wilmington, Delaware. Will ship one on approval. FS-376, The National Provisioner, 300 Madison Ave., New York City.

Hydraulic Press

For sale, 1 Hydraulic Press Mfg. Co. 1100-ton press with pump, complete. Fine condition, price \$1,700, F.O.B. Write FS-366, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Rendering Equipment

For sale, Recessed Filter Presses, all sizes; Lard Rolls; Dopp Jacketed Kettles; Hammer Mills; Disintegrators; Melters; Cookers; Mixers; Ice Machines; Boilers; Pumps; etc. Send for latest bulletin. What machinery have you for sale?

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14 Plants
 Strategically Located

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Veal

Lamb

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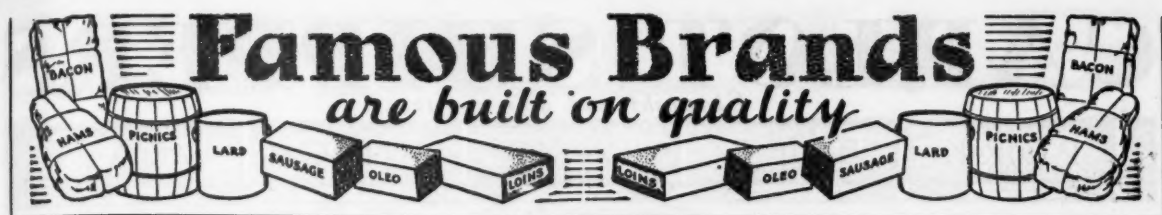
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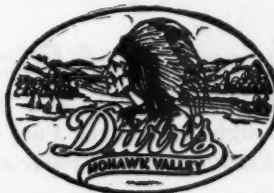
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Meat Packers Baltimore, Md.

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Manufacturers of



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Price Quality Service

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DRESSED BEEF
BONELESS BEEF and VEAL
Carlots Barrel Lots

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CARLOT SHIPPERS

Straight and mixed cars



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Pork — Beef — Sausage — Provisions
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BUFFALO - OMAHA
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DURABLE SANITARY

ANCO



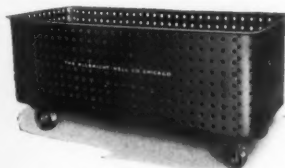
No. 313—Sausage Meat Truck



No. 336—Paunch Truck



No. 328—High End Truck



No. 373—Retort Truck



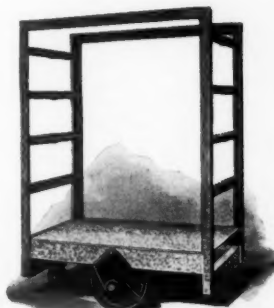
No. 371—Meat Truck



No. 306—Tank Charging Truck



No. 303—Meat Truck



No. 346—Sausage Hanging Truck



No. 368—Liver Truck

20,000 square feet of Floor Space is devoted to Truck Manufacture and Storage in the ANCO Plant. This means quick deliveries of ANCO Standard Trucks!!! Hundreds of standard parts are stocked, ready to be freshly "hot dip" galvanized and shipped on your orders. "Prompt Service" is the watchword of our enlarged Truck Department.

Many features in Packinghouse Truck construction, originated by ANCO years ago, have since been adopted as standard construction by the Meat Packing Industry. Sanitation, Durability and Balance are features of every ANCO Truck.

We gladly design and manufacture Special Trucks to meet individual requirements, also bodies made of Monel or Stainless Steel.

THE ALLBRIGHT-NELL CO.

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Feature our complete, fine quality line.....Cervelat.....Salami.....Thuringer. The Circle U Emblem has identified the best in Dry Sausage for almost half a century. Omaha Packing Company, Chicago.

